



National Credit Union Administration  
REGION I

**BOARD ACTION MEMORANDUM**

**TO:** NCUA Board  
**DATE:** August 27, 2003

**FROM:** Regional Director  
Mark A. Treichel  
**SUBJ:** Request from Bethpage Federal Credit Union, #04735, to Convert from a Multiple Common Bond Charter to a Community Charter. Assets: \$1.6 billion as of June 30, 2003.

**ACTION REQUESTED:** NCUA Board approval of Bethpage Federal Credit Union's request to convert from a multiple common bond charter to a community charter, as authorized by §109 of the Federal Credit Union Act.

**DATE ACTION REQUESTED:** September 24, 2003.

**OTHER OFFICES CONSULTED:** Office of General Counsel and Office of Examination & Insurance.

**VIEWS OF OTHER OFFICES CONSULTED:** Both offices concur.

**REVIEWED BY INSPECTOR GENERAL:** Not applicable; requested action does not involve a proposed regulation relating to agency programs and operations.

**BUDGET IMPACT, IF ANY:** None.

**RESPONSIBLE STAFF MEMBER:** Regional Director Mark A. Treichel

**SUMMARY:** Bethpage Federal Credit Union complied with all NCUA requirements to convert from a multiple common bond charter to a community charter and serve persons who live, work, worship, or attend school in and businesses and other legal entities located in Nassau County, New York or the following portions of Suffolk County, New York: Town of Huntington; Town of Babylon; Town of Smithtown; Town of Islip; Town of Brookhaven; the Poospatuck Reservation; Town of Riverhead; and Town of Southold.

Bethpage Federal Credit Union's board of directors determined the area under consideration is a local community and that the proposal is economically viable. The evidence presented clearly supports that the residents both interact and share common interests. The 2,676,750 residents within this geographically distinct area interact by traveling along common roadways, receiving news from common media outlets, and shopping at common trade centers. In addition, local government entities collaborate to advance the residents' common interests through uniform economic and social planning.

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Bethpage Federal Credit Union has sufficient resources to serve the expanded field of membership. The business plan details how the officials will market to the entire community. The marketing objectives are consistent with management's desire to diversify Bethpage Federal Credit Union's field of membership.

**RECOMMENDED ACTION:** Board approval of Bethpage Federal Credit Union's request to convert from a multiple common bond charter to a community charter.



Regional Director Mark A. Treichel  
Region I (Albany)

**Bethpage Federal Credit Union  
Community Charter Conversion Executive Summary**

|                           |                     |             |                 |
|---------------------------|---------------------|-------------|-----------------|
| Current Members           | 117,257             | Assets      | \$1,623,386,953 |
| Potential Members         | 410,000             | Loans       | 984,929,148     |
| Penetration Rate          | 28.60%              | Shares      | 1,409,020,793   |
| Proposed Potential        | 2,676,750           | Earnings    | 1.60%           |
| Date Application Received | 2/13/03             | Delinquency | 0.24%           |
| Date of Last On-Site      | 3/31/03 Examination | Net C/Os    | 0.17%           |
| CAMEL                     | (b)(8)              | Net Worth   | 10.77%          |

*{Reference: June 30, 2003 Call Report and March 31, 2003 Examination}*

**Proposal**

Bethpage Federal Credit Union, a multiple common bond charter originally formed to serve the employees of Grumman Corporation in Bethpage, New York, presently serves over 150 groups that include 11 of Long Island's 15 largest employers. Management requests converting to a community charter to serve Nassau County (1,334,544) and western Suffolk County (1,342,206). 2000 Census data indicates the area's total population is 2,676,750.

Management requests the conversion based on a desire to serve the entire community after having initial success in serving three underserved areas and to more efficiently diversify the credit union's membership base to sustain long-term growth.

**Local Community**

The western and central portions of Long Island that management desires serving combine to form a local community. Residents within this geographically distinct area interact by traveling along common roadways, receiving news from common media outlets, and shopping at common trade centers. In addition, local government entities collaborate to advance the residents' common interests through uniform economic and social planning.

**Business Plan**

The credit union has favorable financial trends and offers a full spectrum of services. Presently, the credit union has two offices in Nassau County and four offices in western Suffolk County.

(b)(8)

(b)(8)

**BETHPAGE FEDERAL CREDIT UNION'S REQUEST TO  
CONVERT TO A FEDERAL COMMUNITY CHARTER**

**Bethpage Federal Credit Union**

|                                  |                     |                    |                 |
|----------------------------------|---------------------|--------------------|-----------------|
| <b>Current Members</b>           | 117,257             | <b>Assets</b>      | \$1,623,386,953 |
| <b>Potential Members</b>         | 410,000             | <b>Loans</b>       | 984,929,148     |
| <b>Penetration Rate</b>          | 28.60%              | <b>Shares</b>      | 1,409,020,793   |
| <b>Proposed Potential</b>        | 2,676,750           | <b>Earnings</b>    | 1.60%           |
| <b>Date Application Received</b> | 2/13/03             | <b>Delinquency</b> | 0.24%           |
| <b>Date of Last On-Site</b>      | 3/31/03 Examination | <b>Net C/Os</b>    | 0.17%           |
| <b>CAMEL</b>                     | (b)(8)              | <b>Net Worth</b>   | 10.77%          |

**1. General Background**

Bethpage Federal Credit Union is a multiple common bond charter and has office locations throughout Long Island. Management proposes converting to a community charter to serve people who live, work, worship, or attend school in the portion of Long Island, New York that falls to the west of Shelter Island and the Hamptons. Specifically, management desires serving Nassau County, New York and the following portions of the adjacent Suffolk County, New York: Town of Huntington; Town of Babylon; Town of Smithtown; Town of Islip; Town of Brookhaven; the Poospatuck Reservation; Town of Riverhead; and Town of Southold.

Throughout this summary we refer to the proposed service area as "Long Island" even though the request does not include three townships in eastern Suffolk County, New York: Southampton; East Hampton; and Shelter Island. These three townships have a combined population of 77,163, or 2.80% of Long Island's total population.

2000 Census data indicates the area's population is 2,676,750. The area's total population has a virtually uniform distribution among Nassau County (population 1,334,544) and western Suffolk County (population 1,342,206). The table below provides a further breakdown of the population.

|  | <b>Population</b> |                  |
|--|-------------------|------------------|
| Babylon town                           | 211,792           |                  |
| Brookhaven town                        | 448,248           |                  |
| Huntington town                        | 195,289           |                  |
| Islip town                             | 322,612           |                  |
| Poospatuck Reservation                 | 271               |                  |
| Riverhead town                         | 27,680            |                  |
| Smithtown town                         | 115,715           |                  |
| Southold town                          | 20,599            |                  |
| Western Suffolk County Total           |                   | 1,342,206        |
| Nassau County Total                    |                   | 1,334,544        |
| <b>Total for Proposed Service Area</b> |                   | <b>2,676,750</b> |

The credit union, originally named Grumman Emp. Plant #2 Federal Credit Union, received a federal charter during 1941 to serve employees of Grumman Plant #2 in Bethpage, New York. At its peak, this facility had 30,000 employees. Today, only 2,500 work at the plant.

As with many other defense contractors, the original sponsor underwent significant restructuring. During 1994, Grumman Corporation merged with Northrop Corporation to become Northrop-Grumman. This merger resulted in the continuance of sponsor downsizing and the creation of overlaps with credit unions that served Northrop employees. During 2002, Northrop-Grumman acquired TRW, thereby creating additional overlaps with TRW Federal Credit Union.

In response to the original sponsor's diminishing employment trends, Bethpage Federal Credit Union began diversification efforts during 1989 through the select group addition process. Bethpage Federal Credit Union has also merged with three small credit unions. Management now serves over 150 groups that include 11 of Long Island's 15 largest employers.

Management presently serves nine groups that have work locations outside the proposed service area. The officials recognize that, upon converting, the credit union could not add new members from these groups. The groups have limited potential membership. Moreover, since IRPS 99-1 became effective, management has followed a strategy of only expanding in the Long Island area. To accommodate this strategy, management has granted six overlap requests to allow the groups outside Long Island to have the option of receiving service from a local credit union.

During 2002, management continued its efforts to become more diverse by adding three underserved local communities to the credit union's field of membership. These three underserved areas on Long Island (within Hempstead, Central Islip, and Brentwood) have a combined population of 34,111.

Management requests the proposed conversion based on a desire to reach out to the entire community while maintaining long-term financial stability. Thus far, management's experience in serving underserved areas has been positive and has further encouraged efforts to serve a community membership base. In addition, for practical reasons a community charter is a more viable alternative for continuing diversification efforts because of the following factors:

- Almost 90% of the businesses on Long Island have fewer than 20 employees. Other credit unions have essentially saturated the market for larger companies (over 250 employees).
- Management's growth strategy depends upon augmenting the credit union's branch network. Management has concluded it is not cost effective to construct new branches around small employee groups.
- As with the original sponsor, other large organizations served by the credit union are experiencing corporate downsizings.

#### Action Requested

Under the provisions of CHA 3B and CHA 3C, only the NCUA Board can act on this request. The area falls within multiple political jurisdictions and has a population above 500,000. In addition, the area is within a Metropolitan Division of a Metropolitan Statistical Area that has a population above 1,000,000. We recommend the NCUA board approve the request because the applicant has satisfied all of the requirements for converting to a federal community charter.

## 2. Well Defined Area that is a Local Community, Neighborhood, or Rural District

### A. Clearly Defined Boundaries

Since Nassau County and the contiguous Suffolk County municipalities under consideration have clearly defined political map boundaries, the area under consideration is a “well-defined area.”

### B. Well-Defined Local Community

As previously noted, the area does not include Long Island in its entirety. Management requests serving Nassau County and the portion of Suffolk County that falls to the west of the townships of Shelter Island, Southampton, and East Hampton.

The western and central portions of Long Island that management desires serving combine to form a local community. Residents within this geographically distinct area interact by traveling along common roadways, receiving news from common media outlets, and shopping at common trade centers. In addition, local government entities collaborate to advance the residents’ common interests through uniform economic and social planning.

We base our conclusions on the presence of the following factors:

#### Defined Political Jurisdictions

Nassau County and Suffolk County both maintain separate county governments. *However, at the local, state, and federal levels, and through the efforts of local quasi-political organizations, the area unites in carrying out essential functions of government to help advance the collective common interests of the residents within the area under consideration. Specifically:*

- Nassau County and Suffolk County governments collaborate to improve the collective well-being for all of Long Island, including the entire area under consideration, through the following actions:
  - Creating the Bi-County Commission on Tax Relief to determine how to reduce the residents’ local taxes.
  - Establishing a Bi-County Economic Development Committee comprised of representatives of both county governments.
  - Lobbying the New York State Legislature to approve an early retirement plan that will allow both counties to achieve cost savings by replacing higher paid senior employees with lower paid entry level workers.
  - Developing plans to share facilities for a police academy and juvenile detention center.

- On December 5, 2002, the county executives from both Nassau County and Suffolk County jointly spearheaded an Economic Development Summit known as “The State of Long Island 2002.” The entire proposed service area benefited from the discussions of common plans for technology; higher education; sustainable growth; sports; entertainment and tourism; banking and finance; and workforce housing. Both county executives frequently advocate additional cooperation to minimize the local tax burden, address common social needs, and improve a common labor market.
- United States Senator Charles Schumer issued a press release earlier this year announcing his introduction of a bill that would provide \$167 million in federal tax relief to Long Island to address budget deficits. The county executives from both Nassau County and Suffolk County attended the announcement and expressed gratitude for federal efforts to address a budget crisis brought about by the adverse economic impact of the September 11, 2001 terrorist attacks on the entire area under consideration.
- All of the residents within the area under consideration benefit from common state government services. New York State maintains offices that cover all of Long Island in one location in Hauppauge, New York. New York State recognizes Long Island as a single labor market. In addition, the New York State Office of Science, Technology and Academic Research recognizes the Long Island Forum for Technology as a Regional Technology Development Center. Moreover, the Appellate Term of the New York Court System recognizes Nassau and Suffolk Counties as a single division.
- New York State developed the Long Island Power Authority as a corporate municipal instrumentality during 1987 to address the energy concerns of Nassau and Suffolk Counties. This state-created corporation acquired the assets of a struggling existing power company and now provides service to over one million residential and commercial customers. In addition to providing all of Long Island’s residents with access to lower electricity rates, this corporation also offers discounts to commercial customers to encourage business expansion.
- The Federal Court system serves the entire area under common leadership by recognizing Nassau and Suffolk Counties as a single district.
- The United States Post Office serves the entire area through the Long Island District.
- The Federal National Mortgage Association, a federal government sponsored enterprise, has a specific program called “Living on Long Island” that addresses unique housing needs that exist due to the high cost of Long Island’s real estate. FNMA has developed local partnerships and works with a local advisory committee of realtors, mortgage lenders, business leaders, and civic leaders to continually identify opportunities to make housing more affordable. These efforts have benefited all of the residents within the area under consideration because of the resulting special programs for:
  - Encouraging home renovations in conjunction with refinancing transactions;
  - Developing affordable rental housing; providing grants for education programs for potential home owners; and
  - Establishing more flexible borrowing requirements for working families.

- Several formal government programs exist to assist area businesses, including:
  - *Long Island Defense Diversification Revolving Loan Fund* provides funds to small businesses previously dependent upon the defense industry for working capital to diversify. The fund only serves Nassau and Suffolk Counties and receives funds from the Economic Development Administration, U.S. Department of Commerce, and New York State Department of Economic Development.
  - *Long Island Development Corporation (LIDC)* administers the Long Island Working Capital Loan Fund for manufacturers and wholesalers with less than 500 employees. The fund's geographic area is Nassau and Suffolk counties. This fund provides small loans with favorable repayment terms while encouraging businesses to obtain additional training to improve operations. Area banks loan money to the fund and the New York State, Nassau County, and Suffolk County governments fund the loan loss reserve fund.
  - *LIDC* also helps area businesses obtain financing through the Small Business Administration.
  - *Community Development Corporation of Long Island, Inc.* provides small loans to area small businesses for working capital, inventory, and equipment while encouraging participation in the organization's technical assistance workshops. This organization, as a NeighborWorks participant, obtains funds through partnerships with financial institutions, business leaders, and all levels of government. The geographic area served by this micro loan program is Nassau and Suffolk counties.
- During 1965, the Federal Government created the Long Island Regional Planning Board. Nassau County and Suffolk County each provide three members to the six person board of directors. The board members serve through appointments made by county executives. This organization conducts studies and implements a bi-county plan that addresses the social and economic needs of all of the residents, including the proposed service area. Since its inception, this organization has generated over 120 reports about Long Island, including reports on planning, taxation, population trends, and economic development.
- Several recent projects demonstrate collaboration among government and private entities from both Nassau and Suffolk County to work toward the betterment of all of Long Island, including the area under consideration. Examples include:
  - *Expansion of MacArthur Airport.* During 2002 the Federal Aviation Administration approved a matching program with Southwest Airlines to add 12,000 square feet of space to add four jet gates at MacArthur Airport. The project has a cost of \$40 million. Government entities are receptive toward supporting the development of Long Island's only major commercial airport due to its economic impact. Over 26,000 Long Island residents work in the general vicinity of the airport and 2.5 million passengers use the airport.
  - *Expansion of Roadways.* The New York State Department of Transportation (NYSDOT) serves all of Long Island within one district and is presently overseeing projects designed to widen roadways and improve the availability of high occupancy vehicle lanes. The NYSDOT is also administering a federally funded program to make roadway usage more efficient on Long Island.



- *Calverton Enterprise Park.* Local community leaders are developing plans to create new job opportunities at the site of a former weapons plant for the Navy. In addition to interest by private sector companies, community leaders are depending upon grants from the New York State Industrial Access Program and tax advantages attributable to the creation of the Calverton Empire Zone. These efforts complement other projects designed to improve the Riverhead section of Long Island decimated by defense spending cuts.
- Long Island is also home to several quasi-governmental developmental agencies that provide assistance to the proposed service area's residents, including:
  - CEDC, Inc. reinvests in Long Island communities suffering from deterioration.
  - Empire State Development Corporation provides Long Island businesses with technical assistance and financial assistance.
  - Long Island Convention and Visitors Bureau promotes tourism throughout the area.
  - Long Island Housing Partnership provides housing opportunities for low and moderate income individuals.
  - Long Island Business Development Council is a partnership among local businesses and governmental organizations that provides relevant business and financial information to help support projects carried out by other entities.
- Local Industrial Development Agencies (IDAs) are New York State public benefit corporations that assist with the underwriting of development projects by coordinating the issuance of tax-exempt bonds. Over the past twelve years, the Nassau and Suffolk County Industrial Development Agencies have completed 287 projects to develop industrial parks throughout Long Island that have resulted in the creation of over 51,000 local job opportunities for the area's residents.

#### Major Trade Areas

- Several major roadways connect Nassau County and Suffolk County and promote access to all portions of Long Island for the area's residents, including the Long Island Expressway (I-495), Northern State Parkway, Southern State Parkway, State Road 25, and State Road 27.
- Long Island is home to several major employers<sup>1</sup>. Nine out of the ten largest employers maintain locations throughout both counties. Examples include:

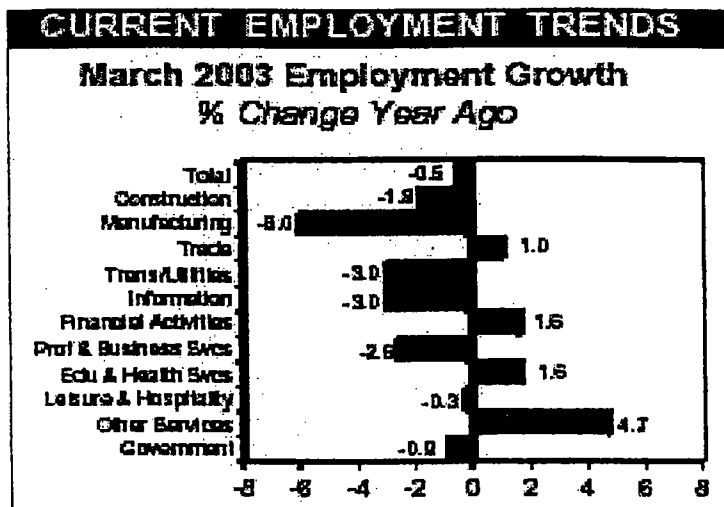
| <b>Employer</b>                         | <b>Employees</b> | <b>Location</b> |
|---|------------------|-----------------|
| North Shore Long Island Jewish Hospital | 30,500           | Nassau/Suffolk  |
| Diocese of Rockville Centre             | 12,500           | Nassau/Suffolk  |
| KeySpan Energy                          | 8,000            | Nassau/Suffolk  |
| JP Morgan Chase                         | 6,800            | Nassau/Suffolk  |
| Winthrop Hospital                       | 5,700            | Nassau          |
| Verizon                                 | 5,500            | Nassau/Suffolk  |

<sup>1</sup> Note: The employment statistics for Long Island consider Suffolk County as a whole. We believe the statistics accurately reflect the area under consideration because the applicant has only excluded 77,163 residents, or 5.4% of Suffolk County's population from their proposed service area.

- Of the twenty largest sponsor groups in Bethpage Federal Credit Union's charter, 50% maintain a location in Nassau County and 50% maintain a location in Suffolk County. Of those with a Nassau County location, 41% of the workforce lives in Nassau County and 24% lives in Suffolk County. Of those with a Suffolk County location, 57% of the employees are from Suffolk County and 20% are from Nassau County.
- 2000 Census data further supports the notion that Long Island is a single labor market through the following statistics:

|                | Work on Long Island | Mean Travel Time to Work |
|----------------|---------------------|--------------------------|
| Nassau County  | 66.08%              | 34.3 minutes             |
| Suffolk County | 86.92%              | 31.8 minutes             |

- The Précis: METRO reports produced by Economy.com, Inc. recognize Long Island as a single labor market and reflect a common local challenge generated by the replacement of manufacturing jobs by lower paying service jobs:



- Sales and Marketing Management, an organization that monitors retail trends, indicates Long Island has the highest annual retail sales per household among the largest market areas in the United States. This sales volume supports the presence of two major shopping hubs:
  - Garden City (Nassau County) is home to Roosevelt Field Mall and the Mall at the Source. Roosevelt Field Mall has 2.3 million square feet of leaseable area and attracts 20 million annual shoppers (44% from Nassau County and 12% from Suffolk County).
  - Riverhead (Suffolk County) is home to Tanger Factory Outlet Mall, which has over 700,000 square feet of leaseable space. This facility attracts 12 million annual shoppers (40% from Nassau County and 30% from Suffolk County).

Although these facilities are almost 60 miles apart, they serve as separate focal points for diverse buying preferences. Garden City is predominantly retail outlets and Riverhead is predominantly wholesale/discounter stores.

## Shared Facilities

- One electric and gas utility, the Long Island Power Authority, serves residents throughout the entire area.
- Cablevision Systems is the area's primary cable television provider.
- Long Island Bus serves 35 million passengers annually and has over 118 bus routes with 430 different busses throughout Nassau County and western Suffolk County. The overwhelming majority of passengers and routes are in the proposed service area.
- Long Island MacArthur Airport serves as a convenient domestic airport for area residents who do not wish to travel to New York City. During 2001, this airport served over two million passengers with over twelve thousand flights.
- Long Island Railroad connects Nassau and Suffolk Counties and provides convenient access to New York City for all of the area's residents.
- The Nassau-Suffolk School Boards Association includes 90% of the school boards on Long Island, including the overwhelming majority of the proposed service area. This organization encourages cooperation between member boards and provides a unified voice about legislative matters. The Association also sponsors workshops.
- The Long Island Regional Advisory Council on Higher Education is a consortium designed to promote cooperation among the nineteen colleges and universities throughout Long Island, including those within the proposed service area. Members of this organization share a collective voice in interacting with community groups, businesses, school superintendents, legislators and the media. Recently, this organization hosted a session with guidance counselors from Nassau and Suffolk counties to discuss programs and career placement opportunities available at local schools of higher learning.
- Hofstra University and Nassau County have collaborated in developing the Long Island Studies Institute. The institute is a major center for the study of the area's local and regional history that includes books, photographs, newspapers, maps, census records, genealogies, and other government documents.
- The area has several entertainment venues, including the Nassau Coliseum (New York Islanders, lacrosse, arena football, concerts, expositions); Citibank Park (Long Island Ducks); and Tiles Center for the Performing Arts (cultural activities).
- Other cultural venues include the Cradle of Aviation Museum, Long Island Children's Museum, Vanderbilt Museum, Sagamore Hill, and Old Westbury Gardens.

## Local Community Organizations

- Long Island Forum for Technology is a non-profit organization with 250 member businesses from both Nassau and Suffolk County. This organization has a mission of growing manufacturing and technology businesses to benefit area residents.
- Long Island Coalition for Fair Broadcasting is a monitoring organization that tries to ensure news reports portray Long Island fairly and accurately. All area residents benefit by this organization's efforts to protect Long Island's reputation.
- Long Island Cares coordinates all available community resources on Long Island to provide emergency food assistance, sponsor programs to help families achieve self sufficiency, and educate the general public about hunger on Long Island, including locales within the proposed service area.
- Long Island Works Coalition pools resources among CEOs and human resource professionals to coordinate plans with local educators to ensure job training is consistent with job requirements. A recent Internship/Industry Connection Fair provided 2,000 area students an opportunity to network with 65 leading Long Island businesses to enhance their career preparation skills.
- The diocese of Rockville Centre is the center of Catholic religion for the area. Other religious organizations covering the entire area include Catholic Charities of Long Island, Episcopal Presence of Long Island, and the Long Island Council of Churches.
- Long Island Association is the largest business organization in the area that represents over 5,000 businesses, civic groups, labor unions, non-profit entities, and educational and governmental organizations. This organization's Internet site indicates that the employees of member groups comprise almost one-half of Long Island's workforce. Notable accomplishments of Long Island Association include:
  - The sponsorship of the 1991 Long Island Economic Summit to establish priority projects to improve the economy.
  - The creation of an organization known as Project Long Island that strives to identify and strengthen high technology and manufacturing companies in the area and determine ways to create quality job opportunities.
  - The creation of a Long Island Action Plan that documented a blueprint for addressing 250 regional issues that affect the entire proposed service area. During the time period between 1994 through 1999, 81% of the items in the plan have been accomplished. Highlights include:
    - Expanding the public and private funds available for small businesses;
    - Establishing competitive programs to encourage educational groups and businesses to develop environmental monitoring systems for Long Island Sound;
    - Advocating of revisions of taxation laws to assist area farmers (vineyards) and commercial fishermen;

- Establishing Long Island as a separate region for health care purposes (planning, rating, and health insurance);
- Overhauling the property tax assessment process;
- Developing a long-range transportation plan for Long Island; and
- Promoting Long Island's positive attributes for conducting international business.

### Local Media

- The area has one major daily newspaper, *Newsday*. *Newsday*'s mission is to be "an indispensable source of news, information, and advertising for the Long Island region." The paper features a daily "Around the Island" section with community news that covers the entire area under consideration. Of the paper's 577,354 daily subscribers, 38% are from Nassau County and 46% are from Suffolk County.
- Twenty-six local radio stations broadcast to the entire area. In addition, the area has three regional television stations, including a 24-hour news channel devoted to the common interests of all of the residents.

### Other Factors

- The Office of Management and Budget recognizes the area as being within the "Suffolk County – Nassau County, NY Metropolitan Division" within the "New York-Newark-Edison, NY-NJ-PA Metropolitan Statistical Area."
- The proposed service area falls within an area that, in the past, government agencies commonly referred to as the Nassau-Suffolk Primary Metropolitan Statistical Area within the New York Consolidated Metropolitan Statistical Area.

## 3. Businesses and Marketing Plan

### Financial Services the Applicant will Provide to the Members

Bethpage Federal Credit Union is a full service credit union that offers a variety of share and loan services. Products include debit cards, consumer loans, mortgage loans, credit card loans, share certificates, share drafts, and IRAs. Management has also recently introduced commercial loan products, including business credit cards, commercial lines of credit, and short-term loans.

The general public has access to six offices maintained by the credit union. Two are in Nassau County (Glen Cove and Bethpage) and four are in Suffolk County (Melville, Bay Shore, Port Jefferson, and Riverhead). In addition to maintaining a strong branch presence, members also can conduct business over the telephone and through the Internet. Members also have extensive access to shared service centers, including four in Nassau County and eleven in western Suffolk County. The credit union also has arrangements with a local grocery store chain to provide members free ATM access at several locales on Long Island. In total, members have access to over 200 surcharge free ATMs on Long Island alone and over 3,500 nationally.

Several existing products are also consistent with the financial needs of the underserved. These products include free share draft accounts, savings accounts with low minimum balances, risk

based lending programs, and credit counseling efforts. Furthermore, management has a structure in place to provide seminars targeted toward low-income individuals.

As evidence of management's ability to provide non-traditional services to a broad spectrum of members, during 2002 Bethpage Federal Credit Union sponsored 32 educational seminars. These seminars covered topics designed to assist first time home buyers, those unfamiliar with how to balance a share draft account, those requiring credit counseling or budget assistance, and those interested in more advanced topics such as investing, college planning, and insurance. The sessions have strong attendance and 97% of the participants rate the classes as excellent.

Management will expand financial literacy programs in underserved areas after expanding the Bay Shore facility and establishing a new branch location in Hempstead. This will augment participation in existing programs such as:

- "Jumpstart Financial Literacy" training for youth;
- "Long Island's Million Women Community Development Organization" initiatives that improve financial literacy among women in Long Island's underserved areas; and
- "Volunteer Income Tax Assistance Program" that assists low-income individuals with tax preparation.

Persons with limited means demonstrate a receptiveness toward management's initiatives. Since receiving approval to serve three underserved areas during November 2002, the credit union has already added members from 642 households in these areas. Bethpage Federal Credit Union has also added nine new organizations whose employees and volunteers live in underserved areas.

Anticipated Financial Impact (Additional Employees and/or Fixed Assets)

(b)(4)

(b)(8)

| Year        | Educational and Promotional Expense | Increase from Prior Year |
|-------------|-------------------------------------|--------------------------|
| 2001 Actual | \$1,279,408                         | 66%                      |
| 2002 Actual | \$1,394,727                         | 9%                       |

(b)(8)

*Note: Educational and Promotional Expense is an item on the Call Report that includes costs in addition to marketing expenses.*

While the total costs do not increase dramatically, it is important to recognize two factors supporting management's allocation of funds to serve Long Island:

(b)(8)

The ability to serve a broader area would provide residents within several underserved areas with immediate access to quality financial services. Twenty-four Census tracts, with a combined population of 137,658, qualify as underserved areas in Nassau County. In addition, seventy-seven Census tracts, with a combined population of 372,926, qualify as underserved areas in Suffolk County. Virtually all of the underserved tracts in Suffolk County fall within the proposed service area.

Management will reach out to all residents and continue stressing programs that would benefit those with limited means. In addition, three of the credit union's branches are in or near low-income areas and management has a commitment to bolster the branch services available in underserved areas. As evident by management's recent success in serving underserved areas, the current product and service mix is inclusive. Notwithstanding this factor, as a community charter management expects to continue adding services to assist a broader membership base, such as:

(b)(8)

**4. Credit Union's Current Financial Condition**

Bethpage Federal Credit Union has maintained a (b)(8) composite rating since the December 31, 1992 examination and has a highly effective management team. Over the last four complete years, the credit union's asset base increased from \$910 million to \$1.5 billion and the net worth ratio remained strong at 10.89%.



As with other credit unions, Bethpage Federal Credit Union experienced a strong influx of shares during the past two years due to uncertainties in the equity markets. Shares increased by 18.22% during 2001 and by 20.71% during 2002. Despite this strong growth, management consistently maintains an earnings ratio that exceeds 1% and has manageable levels of loan losses.

#### **5. Regional Recommendation**

Management has satisfied all of the requirements for converting to a community charter. Approval would provide an exemplary management team with the opportunity to provide quality services to a broader membership base, including several who live in underserved areas. The field staff recently completed an examination contact and fully supports the proposal. We recommend the NCUA Board approve the applicant's request.



AMENDMENT OF CHARTER/BYLAWS

Bethpage Federal Credit Union, Charter No. 4735, Bethpage, New York

WHEREAS, formal request has been submitted by the officials of this Federal credit union that the following amendment of its charter/bylaws be approved:

Section 5 of the charter shall be amended to read as follows:

"The field of membership shall be limited to those having the following common bonds:

1. Employees of the Northrop Grumman Corporation including its subsidiaries and/or divisions, who work in the United States or at any of their foreign locations, except foreign nationals at foreign locations;<sup>1</sup>
2. Employees of domestic or foreign corporations or of the United States or foreign governments who are assigned to or work under contract with, and on the facilities of the above corporations, except foreign nationals at foreign locations;
3. Students attending educational and/or vocational courses provided by the above corporation;
4. Employees of BAE SYSTEMS Aerospace, Inc., Advanced Systems who work in or are paid from Greenlawn, New York;<sup>2</sup>
5. Employees of Advanced Interconnection Technology, Inc. who work in or are paid from Islip, New York; employees of Kollmorgen PMI Motion Technologies who work in or are paid from Commack, New York; employees of Photocircuits who work in or are paid from Glen Cove, New York or Atlanta, Georgia;<sup>3</sup>  
0of AMP/AKZO JV, Inc. who work in Melville, New York; employees of Additive Products Division of AMP/AKZO JV, Inc. who work in or are paid from Aquebogue, New York;
7. Employees of OMCGB, Inc., a division of OMC, Inc. who work in or are paid from Marathon, New York;
8. Members of the Bethpage Senior Citizens in Bethpage, New York;
9. Employees of IMC Magnetics Corporation who work in Hauppauge, New York;
10. Employees of Computer Associates International, Inc. who work in or are paid from Islandia, New York; employees of Central Island Nursing Home, Inc. who work in Plainview, New York;

11. Employees of The Glengariff Health Care Center, a division of The Glengariff Corporation who work in Long Island, New York; employees of NEC America, Inc., or its wholly-owned subsidiaries NEC, BCS, NMI or NEC Industries, Inc. who work in or are paid from Melville or Syracuse, New York, Hillsboro, Oregon, Los Angeles, California, Boca Raton, Florida, Dallas, Texas or Honolulu, Hawaii; employees of NEC USA, Inc. who work in Melville, New York;<sup>4</sup>
12. Employees of Port Jefferson Health Care Facility who work in Port Jefferson, New York;
13. Employees of Konica Graphic Imaging International, Inc. who work in or are paid from Glen Cove, New York;<sup>5</sup>
14. Employees of Briarcliffe College<sup>6</sup> who work in or are paid from Bethpage, New York; non-union employees of Alarm Device Manufacturing Company, a Division of Pittway Corporation who work in or are paid from Syosset, New York; employees of Defense Contract Management Agency, Defense Contract Management (DCM) Long Island who work in Garden City, New York;<sup>7</sup>
15. Voting members of the Dental Hygienists Association in the State of New York, in accordance with their bylaws in effect on May 17, 1993;
16. Employees of Geraghty & Miller, Inc. who work in or are paid from Plainview, New York;
17. Employees of Symbol Technologies, Inc. who work in or are paid from Bohemia, New York; employees of The Robert Plan Corporation, and its wholly-owned subsidiaries:
  - a. The Robert Plan of New York Corporation,
  - b. Material Damage Adjustment Corporation,
  - c. Eagle Insurance Company,
  - d. The Robert Plan of California Corporation, d/b/a Robert Insurance Services of California,
  - e. Material Damage Adjustment Corporation of New Jersey
  - f. Material Damage Adjustment Corporation of California,
  - g. Robert Risk Management, Inc.,
  - h. American Loss Control Corporation,
  - i. National Consumer Insurance Company,

- j. Lion Insurance Company,
- k. The Robert Plan of New Jersey Corporation,
- l. The Robert Plan of Connecticut Corporation,
- m. Material Damage Adjustment Corporation of Connecticut,
- n. The Robert Plan of Florida Corporation,
- o. Urban Insurance Company of Pennsylvania,
- p. Compass Advisory Group,
- q. Freedom General Agency, Inc.,
- r. Freedom Premium Finance Company,
- s. Robert Premium Finance Corporation,
- t. Material Damage Adjustment Corporation of Delaware,
- u. Lion Syndicate, Inc.,
- v. Robert Consulting, Ltd.,
- w. Material Damage Adjustment Corporation of Florida,
- x. Master Motorist Program, Inc.,
- y. GSA Insurance Company, or
- z. First Environment Review Insurance Company who work in or are paid from Lynbrook, New York;

18. Employees of Waldner's Business Environments, Inc. who work in or are paid from Farmingdale, New York;<sup>8</sup>

19. Employees of Bertan Associates, Inc. who work in Bethpage, New York; employees of SID Tool/MSI Industrial Supply Co., Inc. who work in or are paid from Plainview, New York; employees of Cullen and Dykman who work in or are paid from Brooklyn, New York;

20. Employees of Henry Schein, Inc., and its wholly-owned subsidiary, Zahn Dental Corporation who work in or are paid from Melville, New York;<sup>9</sup>

21. Employees and members of the Suffolk County Bar Association who live or work in Suffolk County, New York;<sup>10</sup>

22. Employees of General Semiconductor, Inc. who work in Melville, New York; employees of Admiral Craft Equipment Corp. who work in Flushing, New York; Union-represented employees of Alarm Device Manufacturing Company, a division of Pittway Corporation who work in Syosset, New York;<sup>11</sup>

23. Employees of Customer Service Co., Inc., a wholly-owned subsidiary of Konica Imaging U.S.A., Inc. who work in Glen Cove, New York;<sup>12</sup>

24. Employees of Genovese Drug Stores, Inc. who work in or are supervised or paid from Melville, New York; employees of Watson Laboratories, Inc. who work in or are supervised from Copague, New York;<sup>13</sup>

25. Employees of New Island Hospital who work in Bethpage, New York; employees of Darby Group Companies, Inc., and its wholly-owned subsidiaries Darby Drug Company, Inc., Darby-Kent Dental Institutional Supply Co., Inc., Darby Dental Laboratory Supply Co., Inc., Darby Dental Supply Co., Inc., Darby Carlisle Medical Supply, Inc., Spencer-Mead Dental Wholesalers, Inc., Burns Veterinary Supply, Inc. or Barth Spencer Corporation who work in or are paid from Westbury, New York; employees of Snapple Beverage Corporation who work in or are paid from East Meadow, New York; employees of TBG Cogan Partners who work in Hicksville, New York;<sup>14</sup>

26. Employees of Davis Vision Inc. and its subsidiaries who work in and are located in Long Island, New York;<sup>15</sup>

27. Employees of Avis Rent a Car System, Inc. who work in or are paid from Garden City, New York, except employees who work in Tulsa, Oklahoma;<sup>16</sup>

28. Employees of Cablevision Systems Corporation,<sup>17</sup> and its division Rainbow Programming Holdings, Inc. who work in or are paid from Bethpage, New York,<sup>18</sup> or employees of the following wholly-owned subsidiaries who are supervised from Bethpage, New York:

a. Madison Square Garden, L.P.<sup>19</sup>

b. Madison Square Garden, CT, LLC (Hartford Civic Center)<sup>20</sup>

c. Radio City Productions, LLC<sup>21</sup>

d. CCG Holdings, Inc.<sup>22</sup> or

e. The WIZ;<sup>23</sup>

29. Employees of Dorne & Margolin, Inc. who work in Bohemia, New York; employees of Blackman Plumbing Supply Co., Inc. who work in or are paid from Bethpage, New York;<sup>24</sup>

30. Employees of Vytra Health Plans who work in Melville, New York;<sup>25</sup>

31. Employees of J. D'Addario & Company, Inc., and its wholly-owned subsidiaries Innovative Automation, Inc. and Jericho Laboratories, Inc. who work in Farmingdale or Hauppauge, New York;<sup>26</sup>

32. Employees of the UNC The Aviation Company who work in or are paid from Bay Shore, New York, employees of the Military Car Sales, Inc. who work in or are paid from Woodbury, New York;<sup>27</sup>

33. Employees of Arkwin Industries, Inc. who work in Westbury, New York;<sup>28</sup>

34. Employees of Avanti Health System, Inc. and its wholly-owned subsidiary Long Island Medical, P.C. who work in or are supervised from Lindenhurst, New York;<sup>29</sup>

35. Employees of the Bethpage Fire District who work in Bethpage, New York; active members of the Bethpage Fire District in Bethpage, New York, limited to a maximum of 2,500 members;<sup>30</sup>

36. Active member and life members of the City of Glen Cove Volunteer Fire Department in Glen Cove, New York who qualify for membership in accordance with the association's bylaws in effect as of July 1996, limited to a maximum of 2,500 members;<sup>31</sup>

37. Employees of Hughes-Treitler Mfg. Corp. who work in Garden City, New York;<sup>32</sup>

38. Employees of Ericsson Messaging Systems, Inc. or Converse Information Systems who work in Woodbury, New York; employees of DynaRad Corporation who work in Deer Park, New York; employees of Olympus America, Inc. who work in or are paid from Melville, New York;<sup>33</sup>

39. Employees of Sleepy's, Inc. who work in or are paid from Bethpage, New York;<sup>34</sup>

40. Employees of Travelex America, Inc. who work in or are paid from Garden City, New York; employees of American Prescription Providers, Inc. who work in or are paid from Melville, New York;<sup>35</sup>

41. Employees of Converse Technology, Inc. and its wholly owned subsidiaries, Converse Network Systems, Inc. and Converse Info Sys Technology, Inc. who work in or are paid from Woodbury, New York; employees of ViaTech Publishing Solutions, Inc. who work in or are paid from Bay Shore, New York; employees of InterDigital Communications Corporation who work in Melville, New York; employees of Win-Holt Equipment Corp. and its wholly owned subsidiary Wilder Mfg. Co., Inc. who work in or are paid from Westbury, New York;<sup>36</sup>

42. Employees of Misonix Inc. who work in Farmingdale, New York; employees of Direct Insite Corporation who work in Bohemia, New York;<sup>37</sup>

43. Employees of Pall Corporation who work in or are paid from East Hills, New York; employees of New Horizons Computer Learning Center of Long Island who work in or are paid from Commack, New York; employees of Analysis & Design Application Co., Ltd. who work in or are paid from Melville, New York; members of Sea Cliff Fire Department of Sea Cliff, Long Island, New York who qualify for membership in accordance with the bylaws in effect as of May 7, 1990;<sup>38</sup>

44. Employees of the American Institute of Physics who work in Melville, New York;<sup>39</sup>

45. Employees of Island Asset Management, LLC who work in Islandia, New York; employees of Networkers Associates who work in or are paid from Islandia, New York; employees of Priority Assist, a subsidiary of Military Car Sales, Inc., who work in or are paid from Woodbury, New York;<sup>40</sup>

46. Employees of Fujicolor Processing who work in Glen Cove, New York;<sup>41</sup>

47. Employees of AccountantsWorld LLC who work in Hauppauge, New York; employees of Northcoast Communications, LLC who work in Syosset, New York;<sup>42</sup>

48. Employees of Twin Laboratories, Inc. and its wholly-owned subsidiaries Changes International, Bronson Laboratories, PR Nutrition, Health Factors International, Inc. and Advanced Research Press who work in or are supervised from Hauppauge, New York; employees of Adecco who work in, are paid from, or are headquartered in Melville, New York;<sup>43</sup>

49. Employees of Central Nassau Guidance & Counseling Services, Inc. who work in or are paid from Hicksville, New York;<sup>44</sup>

50. Employees of Underwriters Laboratories Inc. who work in Melville, New York; employees of Cendant IT who work in or are supervised from Garden City, New York;<sup>45</sup>

51. Employees of Fiber Options who work in or are paid from Bohemia, New York;<sup>46</sup>

52. Employees of Tweezerman Corporation who work in or are paid from Glen Cove, New York; employees of AmeriCorp who work in or are paid from Syosset, New York;<sup>47</sup>

53. Employees of Altana, Inc. or its wholly-owned subsidiaries E. Fougera & Co. and Savage Laboratories who work in or are paid from Melville, New York; employees of American Ref-Fuel of Hempstead who work in Westbury, New York; employees of TransRiver Marketing Company who work in Uniondale, New York;<sup>48</sup>

54. Employees of The Fala Group and its wholly-owned subsidiaries, including Fala Direct Marketing, Inc.; Fala Graphics, Inc.; Fala Sorting Services, Inc.; and Fala Imagine That who work in or are paid from Melville, New York; employees of Jaguar Advanced Graphics, Inc. who work in or are paid from Bethpage, New York;<sup>49</sup>

55. Employees of BAB Radiology who work in or are paid from Huntington, New York;<sup>50</sup>

56. Employees of OSI Pharmaceuticals, Inc. who work in or are paid from Uniondale, New York; employees of Nu Horizons Electronics Corporation, and its wholly-owned subsidiaries NIC Components Corp., Nu Horizons International Corp., and Nu Visions Manufacturing, Inc. who work in or are paid from Melville, New York; employees of Media Metrix, Inc. who work in or are paid from Uniondale, New York; employees of iCan-ASP, Inc. who work in or are paid from Islandia, New York;<sup>51</sup>

57. Employees of USI Administrators who work in or are paid from Melville, New York;<sup>52</sup>

58. Employees of Arrow Electronics, Inc. who work in or are paid from Melville, New York;<sup>53</sup>

59. Employees of TDK Electronics Corporation who work in or are paid from Garden City, New York;<sup>54</sup>

60. Non-union employees of King Kullen Grocery Co., Inc. who work in, are paid from, are supervised from or are headquartered in Bethpage, New York;<sup>55</sup>

61. Employees of North American Partners in Anesthesia, LLP and its wholly owned subsidiary, Comprehensive Health Care Administration, who work in or are paid from Roslyn Heights, New York; employees of William Penn Life Insurance Company of NY who work in Garden City, New York;<sup>56</sup>

62. Employees of Health Management Corporation of America who work in or are paid from Melville, New York; employees of Kozy Shack Enterprises, Inc. who work in or are paid from Hicksville, New York; employees of Lunn Industries, Division of Advanced Technical Products, Inc. who work in or are paid from Glen Cove, New York; employees of Veeco Instruments who work in or are paid from Woodbury or Plainview, New York;<sup>57</sup>

63. Employees of Sunrise Assisted Living who work in, are paid from, or are supervised from East Setauket, New York;<sup>58</sup>

64. Employees of the Nassau Heritage & Cradle of Aviation Museum who work in, are paid from, or are supervised from Garden City, New York;<sup>59</sup>

65. Employees of Huntington Hospital who work in Huntington, New York;<sup>60</sup>



66. Employees of The Garden City Group who work in or are paid from Melville, New York; employees of Michael Reilly Design, Calverton Glass & Metalworks & Plant 7 who work in or are paid from Calverton, New York; employees of Luxury Cars of Bayside, Inc. d/b/a BMW of Bayside who work in or are paid from Bayside, New York; employees Audi of Smithtown who work in or are paid from St. James, New York; employees of Luxury Cars of Smithtown d/b/a Lexus of Smithtown who work in or are paid from St. James, New York; employees of Burns Ford Inc./Audi of Huntington who work in or are paid from Huntington, New York; employees of JAB & Company Inc. d/b/a Honda City who work in or are paid from Levittown, New York; employees of Garden Saturn, Inc. d/b/a Saturn of Hempstead who work in or are paid from Hempstead, New York; employees of Saturn of Sunrise, Inc. who work in or are paid from Lynbrook, New York;<sup>61</sup>

67. Employees of Sector Microwave Industries, Inc. who work in or are paid from Deer Park, New York; employees of East End Disability Associates who work in or are paid from Riverhead, New York; employees of Episcopal Health Services who work in or are paid from Bethpage, New York; employees of Travel Impressions Ltd. who work in or are paid from Farmingdale, New York;<sup>62</sup>

68. Employees of Bookspan who work in or are paid from Garden City, New York or New York, New York;<sup>63</sup>

69. Employees of East Norwich Fire Department who are headquartered in East Norwich, New York; employees of Ultimate Class Limousine who work in or are paid from Hicksville, New York; employees of Long Island coalition for Fair Broadcasting who work in or are paid from Bethpage, New York;<sup>64</sup>

70. Employees of Acclaim Entertainment, Inc. who work in or are paid from Glen Cove, New York; employees of Mill-Max Mfg. Corp. who work in or are paid from Oyster Bay, New York; employees of The Long Island Aquarium who work in, or are paid or supervised from Bay Shore, New York;<sup>65</sup>

71. Employees of Fonar Corporation who work in , or are paid or supervised from Melville, New York; employees of Global Scheduling Solutions who work in or are supervised from Hauppauge, New York; employees of LI Radio Group who work in, or are paid or supervised from Farmingdale, New York; employees of Long Island Childrens Museum who work in, or are paid or supervised from Garden City, New York; employees of New York Islanders and Dragons who work in, or are paid or supervised from Plainview, New York; employees of Northrop Grumman Amherst Systems who work in or are supervised from E. Elmhurst, New York;<sup>66</sup>

72. Members of record of Lockheed Martin Fairchild Systems Federal Credit Union as of the effective date of merger; employees of Lockheed Martin Fairchild Systems who work in Syosset, New York, or Ridge Hill, Yonkers, New York;<sup>67</sup>

73. Employees of Empire Health Choice d/b/a Empire Blue Cross Blue Shield who work in Melville, New York; employees of Larry Graziose Plumbing & Heating Inc. who work in or are paid from Locust Valley, New York;<sup>68</sup>

74. Voting members of the Syosset Camera Club in Melville, New York, who qualify for membership in accordance with its charter and bylaws in effect on September 4, 2002;<sup>69</sup>

75. Employees of Kiddie Junction Pre-School, Kindergarten & Camp, Inc. who work in or are paid from Levittown, New York;<sup>70</sup>

76. Employees of Interfaith Nutrition Network who work in, or are paid or supervised from Hempstead, New York;<sup>71</sup>

77. Employees of Kimco Realty Corporation who work in, or are paid or supervised from New Hyde Park, New York; employees of M.R. Weiser & Company LLP who work in or are paid from Lake Success, New York; employees of Murphy, Bartol & O'Brien, LLP who work in or are paid from Mineola, New York; employees of Rainbow Protection, Inc. who work in, or are paid or supervised from East Meadow, New York;<sup>72</sup>

78. Voting members of the Greater South Bay Dental Study Club in Plainview, New York who qualify for membership in accordance with its charter and bylaws in effect on October 28, 1997; voting members of the Nassau County ESU Association in Bellmore, New York who qualify for membership in accordance with its charter and bylaws in effect on October 10, 2002; voting members of St. Martin of Tours Young at Heart Senior Citizens in Bethpage, New York who qualify for membership in accordance with its charter and bylaws in effect as of May, 2000;<sup>73</sup>

79. Voting members of the Police Emerald Society, Nassau County, Inc. in Bellmore, New York who qualify for membership in accordance with its charter and bylaws in effect as of September, 1999;<sup>74</sup>

80. Persons who live, work, worship or attend school in and business and other legal entities located in a portion of Brentwood, Suffolk County, New York bounded on the north by the Long Island Expressway I-495, running south on Crooked Hill Road, running east on Heyward Street, running south on Wicke Road, bounded on the south by the Long Island Railroad, and bounded on the west by Commack Road, a local community that meets the underserved area definition of §109(c)(2) of the Federal Credit Union Act;<sup>75</sup>

81. Persons who live, work, worship or attend school in and business and other legal entities located in a portion of Central Islip, Suffolk County, New York bounded on the north by the Long Island Railroad, bounded on the east by Lowell Avenue, bounded on the south by Spur Drive North (west of Manhattan Blvd.), bounded on the west and running north along Champlin Creek, running west on Smith Street, and running north on Wilson Boulevard to the Long Island Railroad, a local community that meets the underserved area definition of §109(c)(2) of the Federal Credit Union Act;<sup>76</sup>

82. Persons who live, work, worship or attend school in and business and other legal entities located in a portion of the Village of Hempstead and East Garden City, Nassau County, New York bounded on the north by Old Country Road, running south on Merrick Avenue, running west on Stewart Avenue, running south on Meadowbrook State Parkway, running southwest on Hempstead Turnpike/Fulton Avenue, running southwest on Peninsula Boulevard, running southeast on Greenwich Street, running south on Baldwin Road, running west on East Graham Avenue, running south on South Franklin Street, running west on Dietz Street, running northeast on W. Peninsula Boulevard, running north on N. Franklin Street, running east along the Garden City/Hempstead municipal line to the intersection with the Garden City/East Garden City municipal city line, running north to Old Country Road, a local community that meets the underserved area definition of §109(c)(2) of the Federal Credit Union Act;<sup>77</sup>

83. Employees of South Shore Association for Independent Living, Inc. who work in or are paid from Baldwin, New York, employees of Qualified Fasteners, Inc. who work in or are paid from West Babylon, New York; employees of Joseph D. Meares, P.C. who work in or are paid from Farmingdale, New York;<sup>78</sup>

84. Voting members of the Society for Human Resource Management – Long Island Chapter in Miller Place, New York who qualify for membership in accordance with its charter and bylaws in effect as of March 1999;<sup>79</sup>

85. Employees of SRB Convention & Catering Corp. who work in or are paid from Woodbury, New York;<sup>80</sup>

86. Employees of Lloyd Staffing who work in or are paid from Melville, New York, employees of Robert Martin, Inc. who work in or are paid from Hauppauge, New York; employees of Dover Findings who work in or are paid from St. James, New York; employees of Kids by the Bunch, LTD, Inc. d/b/a Tutor Time who work in or are paid from Glen Cove, New York;<sup>81</sup>

87. Voting members of the Neptune Power Squadron, Inc. in Huntington, New York, who qualify for membership in accordance with its charter and bylaws in effect on January 24, 2001;<sup>82</sup>

88. Employees of MLC Debt Management, Inc. who work in or are paid from Melville, New York; voting members of the South Farmingdale Fire Department in South Farmingdale, New York who qualify for membership in accordance with its charter and bylaws in effect on January 28, 2003; voting members of Westbury Fire Department Hook and Ladder Co, #1 in Westbury, New York who qualify for membership in accordance with its charter and bylaws in effect on January 28, 2003;<sup>83</sup>

89. Employees of American Office Supply, Inc. who work in or are paid from Glen Cove, New York; employees of Long Island Fabrications who work in or are paid from Westbury, New York; employees of Parisi & Leonick, LLP who work in or are paid from Glen Cove, New York; employees of Henry M. Balboa, DPM FACFAOM who work in or are paid from Plainview, New York; employees of Air Industries Machining Corporation who work in or are paid from Bay

Shore, New York; employees of Long Island Wholesalers, Inc who work in or are paid from Amityville, New York;<sup>84</sup>

90. Employees of 1 in 9: The Long Island Breast Cancer Action Coalition who work in or are paid from East Meadow, New York; employees of American Scholar who work in or are paid from Bay Shore, New York; employees of Auto Effects who work in or are paid from Bay Shore, New York; employees of Dane Properties who work in or are paid from Bay Shore, New York; employees of Lawyers' Recovery Service, Inc. DBA Colex International who work in or are paid from Huntington Station, New York; employees of Long Island Anesthesia Physicians, LLP who work in or are paid from Port Jefferson Station, New York; employees of National Products, Incorporated who work in or are paid from Bay Shore, New York; employees of Promote Pro, Inc. who work in or are paid from Bethpage, New York;<sup>85</sup>

91. Employees of Brinkmann Instruments, Inc. who work in or are paid from Westbury, New York; employees of Hicksville Fire District who work in or are supervised from Hicksville, New York; employees of The Center for Parents & Children who work in or are paid from Glen Cove, New York;<sup>86</sup>

92. Employees of Better Home Health Care Agency, Inc. who work in or are paid from Rockville Centre, New York;<sup>87</sup>

93. Employees and voting members of the Huntington Township Chamber of Commerce, Inc. (Chamber of Commerce Regional Business Partnership) in Huntington, New York who qualify for membership in accordance with its charter and bylaws in effect on May 1, 2003; voting members of NAPM of Long Island, Inc. (National Association of Purchasing Management) in Hauppauge, New York who qualify for membership in accordance with its charter and bylaws in effect as of May 1, 2003;<sup>88</sup>

94. Voting members of the Sunnyside of Bethpage Homeowners Association, Inc. in Bethpage, New York who qualify for membership in accordance with its charter and bylaws in effect on May 2, 2003;<sup>89</sup>

95. Employees of Sunharbor Manner who work in or are paid from Roslyn Heights, New York;<sup>90</sup>

96. Employees of Birzon, Strang, Bazarsky, and McGurk who work in or are paid from Smithtown, New York; employees of CBS Coverage Group, Inc. who work in or are paid from Plainview, New York; employees of CMS, LLC who work in, or are paid or supervised from Massapequa, New York; employees of KCH Publications, Inc. DBA Gold Coast Gazette of Glen Cove who work in, or are paid or supervised from Glen Cove, New York; employees of Long Island Athletic Supply Inc. who work in, or are paid for supervised from Farmingdale, New York; employees and members of the Long Island Software and Technology Network in Great River, New York who qualify for membership in accordance with its charter and bylaws in effect on June 26, 2003; voting members of the Massapequa Fire Department in Massapequa, New York who qualify for membership in accordance with its charter and bylaws in effect on June 26,

2003; employees and members of the Parkway Community Church in Hicksville, New York; employees of Timothy Hill Children's Ranch who work in, or are paid or supervised from Riverhead, New York;<sup>91</sup>

97. Employees of Here and There Travel who work in or are paid from Farmingdale, New York; employees of Luitpold Pharmaceuticals, Inc. who work in or are paid from Shirley, New York; employees of Marlin Art, Inc. who work in or are paid from Deer Park, New York; employees of RF Cunningham and Company, Inc. who work in or are paid from Smithtown, New York;<sup>92</sup>

~~Groups of persons with occupational common bonds which are located within 25 miles of one of the credit union's service facilities, which have provided a written request for service to the credit union, which do not presently have credit union service available, and which have no more members in the group than the maximum number established by the NCUA Board for additions under this provision: Provided, however, that the National Credit Union Administration may permanently or temporarily revoke the power to add groups under this provision upon a finding, in the Agency's discretion, that permitting additions under this provision are not in the best interests of the credit union, its members, or the National Credit Union Share Insurance Fund;<sup>93</sup>  
[deleted 1/4/99]~~

and, also included are spouses of persons who died while within the field of membership of this credit union, employees of this credit union, persons retired as pensioners or annuitants from the above employment, volunteers, students of Briarcliffe College, Inc. in Patchogue and Bethpage, New York, members of their immediate family or household, and organizations of such persons, and corporate or other legal entities in this charter.”

AND WHEREAS, the amendment is in the best interests of the members of the Bethpage Federal Credit Union, Charter No. 4735, and is not inconsistent with Law, NOW, THEREFORE, pursuant to the provisions of the Federal Credit Union Act, the foregoing submitted amendment of the charter of the above Federal credit union is hereby approved subject to adoption by the board of directors in accordance with the Federal Credit Union Bylaws.

Approved on July 23, 2003, by Michael H. Sadowsky, Director of Insurance

By \_\_\_\_\_  
**FILE COPY**

At a meeting held on \_\_\_\_\_ the above amendment to the  
charter/bylaws was adopted by the board of directors in accordance with the Federal Credit  
Union Bylaws.

\_\_\_\_\_  
President

\_\_\_\_\_  
Secretary

Bethpage Federal Credit Union, Charter No. 4735, Bethpage, New York

- <sup>1</sup> 02/12/03 housekeeping amendment to reflect the merger of Grumman Corporation into Northrop Grumman Corporation
- <sup>2</sup> 03/20/02 housekeeping – Name change of Hazeltine Corporation to BAE Systems Aerospace, Inc., Advanced Systems. Company has been known as GEC-Marconi Hazeltine Corp., Advanced Systems Division (April, 1998) and Marconi Aerospace Systems, Inc., Advanced Systems Division (January 1999).
- <sup>3</sup> 05/27/99 Name Change from PMI Motion Technologies to Kollmorgen PMI Motion Technologies
- <sup>4</sup> 05/13/94 G#1, P39 adds NEC Industries, Inc.
- <sup>5</sup> 05/27/99 Name change Konica Imaging, U.S.A., Inc. to Konica Graphic Imaging International, Inc.
- <sup>6</sup> 05/04/00 – housekeeping – name of school changed from Briarcliffe School to Briarcliffe College. College locations are now Patchogue and Bethpage. See footnote #4.
- <sup>7</sup> 02/02/01 housekeeping – name change – from Defense Logistics Agency to Defense Logistics Agency to Defense Contract Management Agency, Defense Contract Management (DCM) Long Island. 05/27/99 Name/location change Briarcliffe School, Inc., Woodbury to Briarcliffe College, Bethpage
- <sup>8</sup> 05/27/99 Name change D. Waldner Co., Inc. to Waldner's Business Environments, Inc.
- <sup>9</sup> 05/27/99 Location change (Henry Schein, Inc.) Port Washington, New York to Melville, New York
- <sup>10</sup> 03/15/94 G#1, P2,768
- <sup>11</sup> 05/27/99 Name change General Instrument Corporation Power Semiconductor Division to General Semiconductor, Inc., 06/13/94, G#3, P731
- <sup>12</sup> 05/27/99 Name change 07/20/94, G#1, P22
- <sup>13</sup> 1/26/01 housekeeping – name change Circa Pharmaceuticals, Inc. changed name to Watson Laboratories, Inc. 07/28/94 G#2, P3,990
- <sup>14</sup> 02/02/01 Housekeeping - name change. Mid-Island Hospital, Inc. was sold and renamed New Island Hospital. 09/12/94 G#4, P1,631
- <sup>15</sup> 05/27/99 Name change Davis Optical Holding Corporation to Davis Vision Inc., 10/05/94 G#1, P180
- <sup>16</sup> 01/04/95 G#1, P13,000
- <sup>17</sup> 02/28/95 G/31, P6,649 on 7/31/95 overlap with New Community FCU and GCFFCU, Inc. additional 800 emp.
- <sup>18</sup> 02/02/01 Housekeeping - location change from Woodbury, NY to Bethpage, NY. 02/28/95 G#1, P6,649 on 7/31/95 overlap with New Community FCU and GCFFCU, Inc. additional 800 emp.
- <sup>19</sup> 2/14/01, G#1, P875 – a wholly-owned subsidiary of Cablevision – overlap with 16954 (no objection)
- <sup>20</sup> 2/14/01, G#1, P300- a wholly-owned subsidiary of Cablevision
- <sup>21</sup> 2/14/01, G#1, P125 – a wholly-owned subsidiary of Cablevision
- <sup>22</sup> 2/14/01, G#1, P200 – a wholly-owned subsidiary of Cablevision
- <sup>23</sup> 2/14/01, G#1, P2,400 – a wholly-owned subsidiary of Cablevision
- <sup>24</sup> 05/09/95 G#2, P436
- <sup>25</sup> 02/02/01 Housekeeping – name change Vytra Healthcare to Vytra Health Plans. 05/27/99 Name change ChoiceCare to Vytra Healthcare, 06/19/95 G#1, P385
- <sup>26</sup> 08/10/95 G#1, P500
- <sup>27</sup> 08/24/95 G#2, P322
- <sup>28</sup> 10/03/95 G#1, P230
- <sup>29</sup> 01/15/95 G#1, P341
- <sup>30</sup> 03/22/96 G#2, P179 limited to a maximum of 2,500 members
- <sup>31</sup> 07/08/96 G#1, P130
- <sup>32</sup> 09/20/96 G31, P152
- <sup>33</sup> 01/04/99 G#4, P1137
- <sup>34</sup> 01/06/99 G#1, P850
- <sup>35</sup> 3/30/99 G#2, P356 (Travellex over 200)
- <sup>36</sup> 05/27/99 G#4, P1,070
- <sup>37</sup> 02/02/01 Housekeeping – name change from Computer Concepts Corp. to Direct Insite Corp.. 08/20/99, G#2, P170

- <sup>38</sup> 09/24/99; G#4, P1,070 (1 group = 838 people; applicant satisfactorily demonstrated group cannot plausibly form an independent credit union)
- <sup>39</sup> 11/04/99, G#1, P450 ( group over 200)
- <sup>40</sup> 2/9/00, G#3, P45
- <sup>41</sup> 05/04/00 correction Fugicolor to Fujicolor. 04/13/00 G#1, P80
- <sup>42</sup> 09/20/02 housekeeping – name change of Micro Vision Software, Inc. to AccountantsWorld LLC due to merger. 05/26/00 G#2, P78
- <sup>43</sup> 06/27/00 G#2, P1703 – 05/29/02 P3,377 –Amended to include Adecco’s nationwide staff headquartered in Melville, NY [potential 2,817+560 originally added]. GC & E&I concurrence obtained.
- <sup>44</sup> 07/11/00 G#1, P130
- <sup>45</sup> 07/20/00 G#2, P1510
- <sup>46</sup> 08/03/00, G#1, P115
- <sup>47</sup> 03/29/01 name change of American Debt Management Services, Inc. to AmeriCorp. No increase in potential membership. 08/30/00, G#2, P305
- <sup>48</sup> 09/26/00 G#3, P680 (one group > 500)
- <sup>49</sup> 10/31/00, G#2, P761 (one group of 651)
- <sup>50</sup> 11/21/00 G#1, P200
- <sup>51</sup> 12/28/00 G#4, p542
- <sup>52</sup> 4/30/01, G#1, P400
- <sup>53</sup> 5/25/01, G#1, P1300
- <sup>54</sup> 9/4/01, G#1, P110
- <sup>55</sup> 09/24/01, G#1, P325
- <sup>56</sup> 10/30/01 G#2, P289 (Internet)
- <sup>57</sup> 11/21/01 G#4, P786 (Internet)
- <sup>58</sup> 12/4/01, G#1, P625
- <sup>59</sup> 12/28/01, G#1, P140 (Internet)
- <sup>60</sup> 01/04/02, G#1, P1650
- <sup>61</sup> 1/30/02, G#9, P530 (Internet)
- <sup>62</sup> 2/27/02, G#4, P540 (Internet)
- <sup>63</sup> 03/01/02 G#1, P1.200
- <sup>64</sup> 3/20/02, G#3, P124 (Internet)
- <sup>65</sup> 06/05/02 G#3, P631 (Internet)
- <sup>66</sup> 6/27/02, G#6, P690 (Internet)
- <sup>67</sup> 6/28/02, voluntary merger with Lockheed Martin Fairchild Systems FCU, #7787
- <sup>68</sup> 9/16/02 – correction – insert “Empire”- inadvertently omitted from amendment - to properly identify Empire Health Choice. 9/3/02, G#2, P415 (Internet)
- <sup>69</sup> 9/4/02, G#1, P60
- <sup>70</sup> 9/27/02, G#1, P35
- <sup>71</sup> 10/18/02 G#1, P75 (Internet)
- <sup>72</sup> 10/25/02, G#4, P423 (Internet)
- <sup>73</sup> 10/28/02 G#3, P230
- <sup>74</sup> 10/29/02 G#1, P750
- <sup>75</sup> 11/04/02 Addition of underserved local community with a population of 7,919 people.
- <sup>76</sup> 11/04/02 Addition of underserved local community with a population of 4,919 people.
- <sup>77</sup> 11/04/02 Addition of underserved local community with a population of 21,273 people. 11/20/2002 Amended street spelling and added corrected street boundaries as housekeeping changes with no additional people added.
- <sup>78</sup> 11/21/02 G#3, P101
- <sup>79</sup> 12/11/02 G#1, P800
- <sup>80</sup> 12/11/02, G#1, P75 (Internet)
- <sup>81</sup> 12/18/02, G#4, P245 (Internet)
- <sup>82</sup> 12/20/02, G#1, P250
- <sup>83</sup> 1/28/03 G#3, P195 (Internet)
- <sup>84</sup> 2/24/03, G#6, P246 (Internet)
- <sup>85</sup> 03/20/03 G#8, P157 (Internet)



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- <sup>86</sup> 4/30/03, G#3, P75 (Internet)
  - <sup>87</sup> 04/30/03 G#1, 538
  - <sup>88</sup> 05/01/03 G#2, P1,935
  - <sup>89</sup> 05/02/03 G#1, P450
  - <sup>90</sup> 0522/03, G#1, P330 (Internet)
  - <sup>91</sup> 06/26/03 G#9, P1574 (Internet)
  - <sup>92</sup> 07/23/03 G#4, P412 (Internet)
  - <sup>93</sup> ~~09/01/94, SEP Amendment, deleted 1/4/99~~

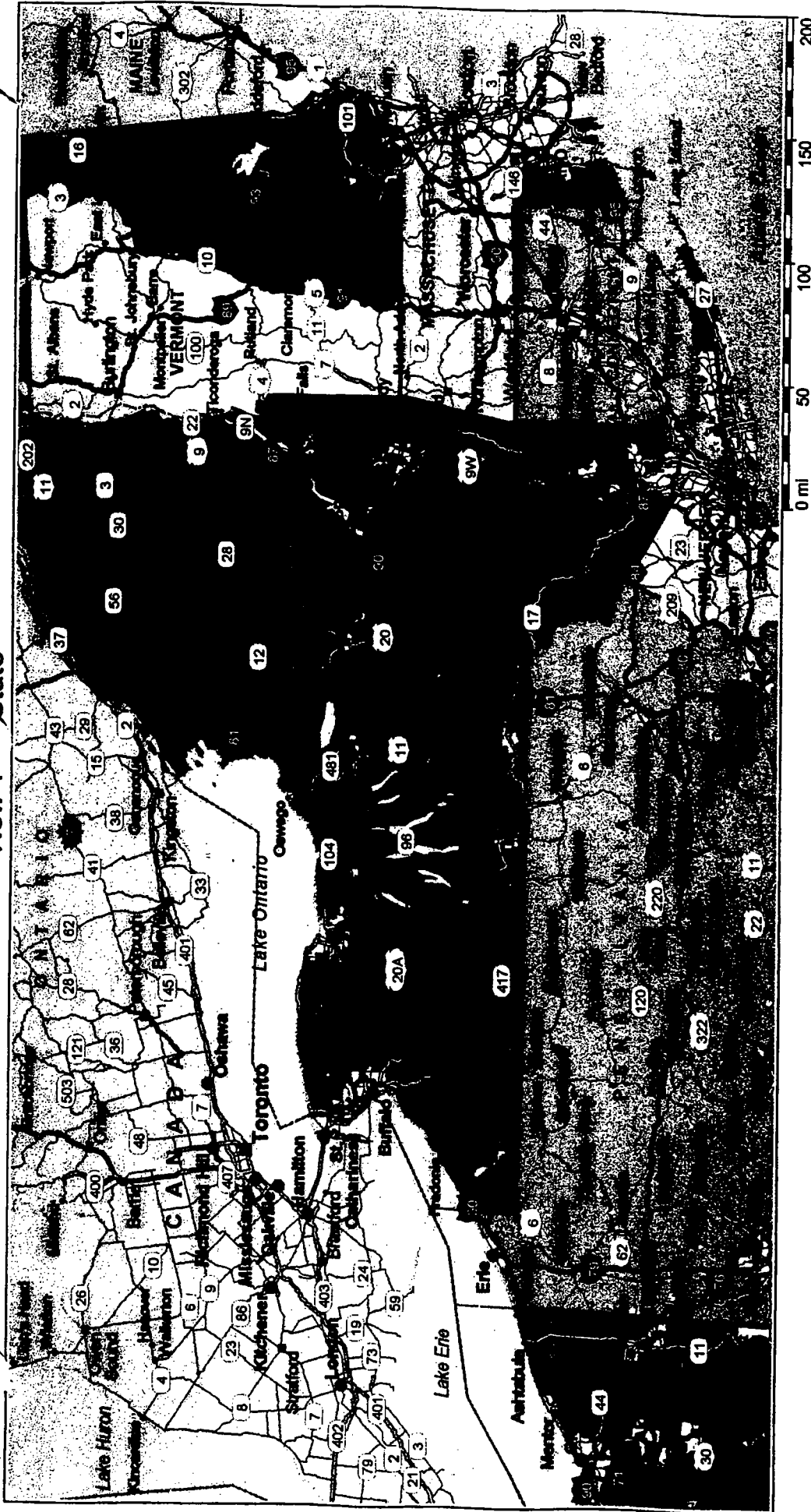
## **Bethpage Federal Credit Union's Proposed Field of Membership**

Persons who live, work, worship, or attend school in and businesses and other legal entities located in Nassau County, New York or the following portions of Suffolk County, New York: Town of Huntington; Town of Babylon; Town of Smithtown; Town of Islip; Town of Brookhaven; the Poospatuck Reservation; Town of Riverhead; or Town of Southold;

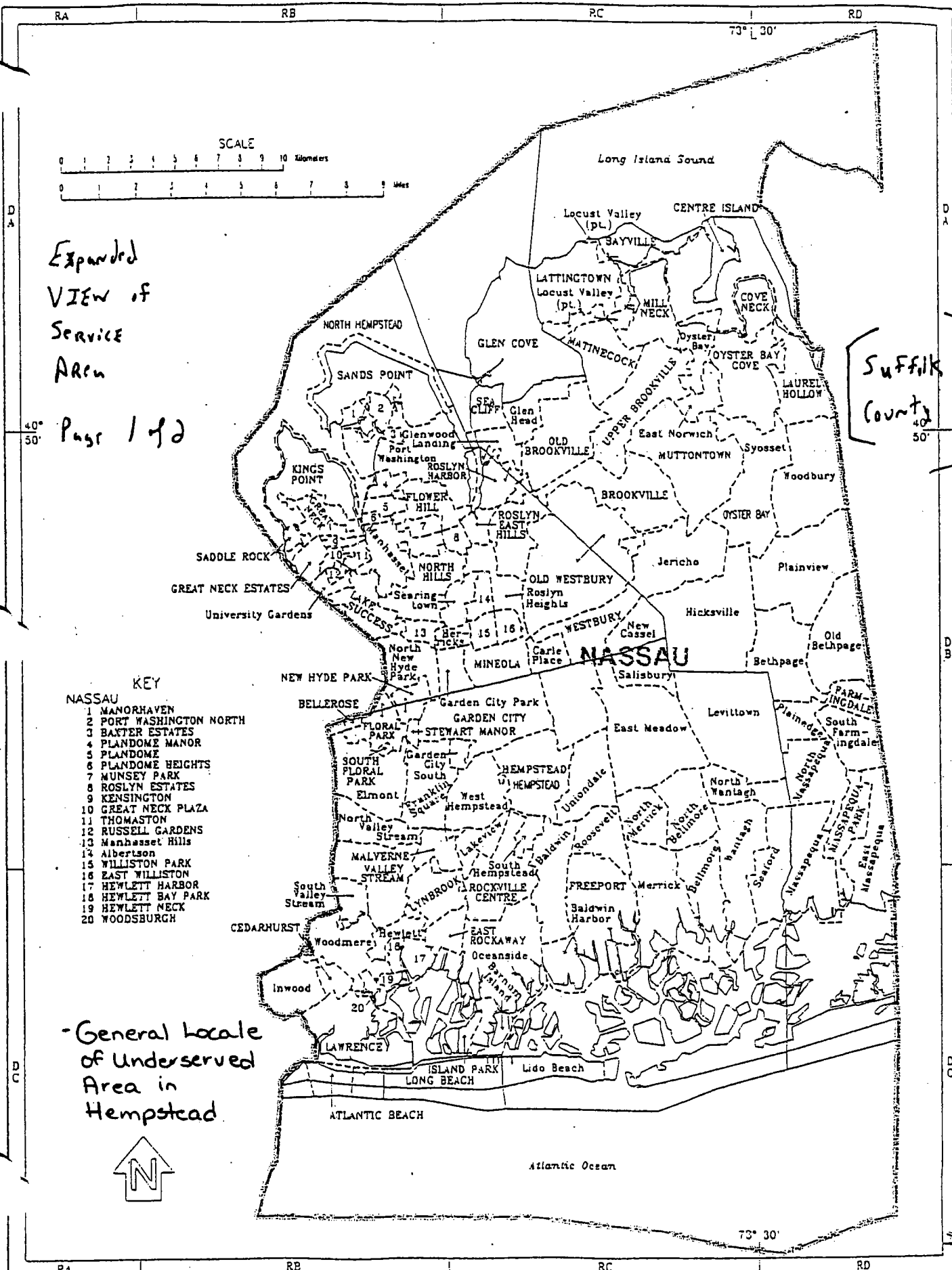
and, also included are spouses of persons who died while within the field of membership of this credit union, volunteers in the community, employees of this credit union, members of their immediate family or household, and organizations of such persons."

(b)(8)

New York State

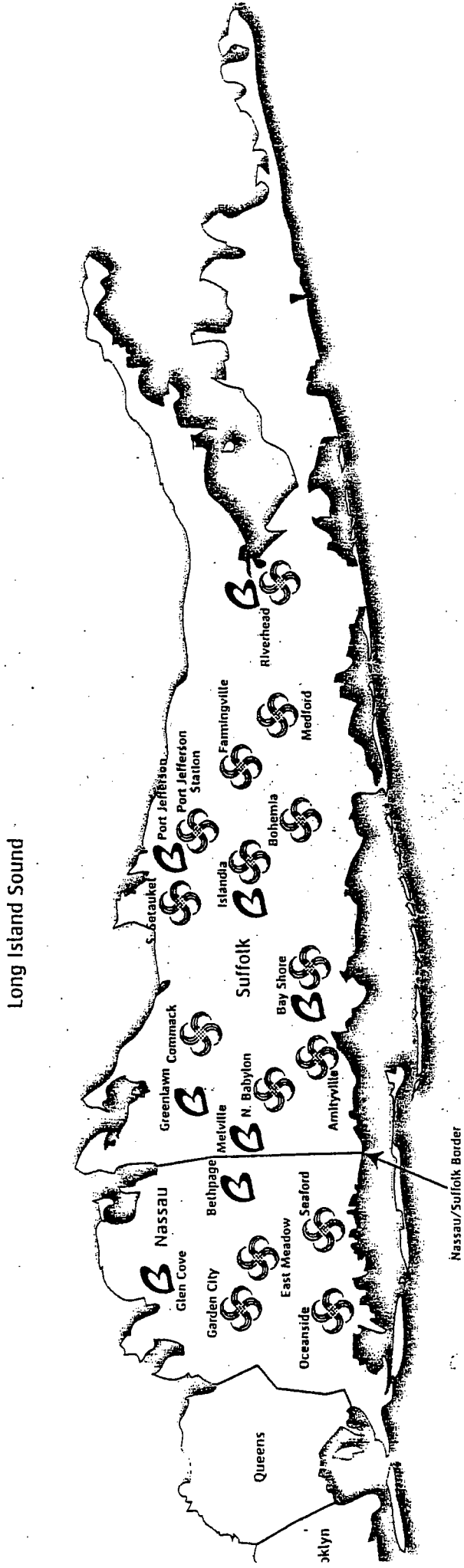


American Indian Areas, Counties, County Subdivisions, and Places - Inset B

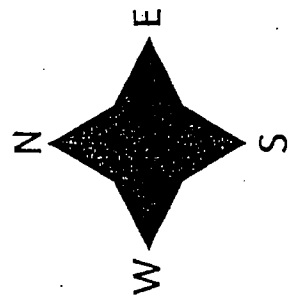


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# Bethpage Federal Credit Union – Branch Locations & Shared Service Centers



Atlantic Ocean



**Map Legend**

-  Bethpage Federal Credit Union Branch
-  Shared Service Center

**Local Community Analysis for Bethpage Federal Credit Union's  
Request to Convert to a Federal Community Charter**

***Area Under Consideration:***

People who live, work, worship, or attend school in the portion of Long Island, New York that falls to the west of Shelter Island and the Hamptons. Specifically, management desires serving Nassau County, New York and the following portions of the adjacent Suffolk County, New York: Town of Huntington; Town of Babylon; Town of Smithtown; Town of Islip; Town of Brookhaven; the Poospatuck Reservation; Town of Riverhead; and Town of Southold.

2000 Census data indicates the area's population is 2,676,750. The area's total population has a virtually uniform distribution among Nassau County (1,334,544 people) and western Suffolk County (1,342,206 people). At its most extreme points, the area measures 20 miles from north to south and 75 miles from west to east.

***Well Defined Area:***

The Federal Credit Union Act limits a community field of membership to a "well-defined local community, neighborhood, or rural district." Since Nassau County and the contiguous Suffolk County municipalities under consideration have clearly defined political map boundaries, the area under consideration is a "well-defined area."

***Interaction or Common Interests:***

IRPS 03-1 requires applicants that desire serving a metropolitan statistical area, or portion thereof, that has a population exceeding 1,000,000 to submit documentation that demonstrates the area is a local community.

Management requests serving Nassau County and the portion of Suffolk County that falls to the west of the townships of Shelter Island, Southampton, and East Hampton. While much of the evidence presented by the applicant discusses Long Island in its entirety, the proposed service area primarily benefits from the local institutions because the portion of Suffolk County management did not include with their proposal does not have a significant concentration of residents (77,163 people, or 2.8% of Long Island's population).

The summary beginning on the next page documents how the information the applicant submitted demonstrates the portion of Long Island under consideration is a local community.



## Defined political jurisdictions

Nassau County and Suffolk County both maintain separate county governments. *However, at the local, state, and federal levels, and through the efforts of local quasi-political organizations, the area unites in carrying out essential functions of government to help advance the collective common interests of the residents within the area under consideration. Specifically:*

- Nassau County and Suffolk County governments collaborate to improve the collective well-being for all of Long Island, including the entire area under consideration, through the following actions:
  - Creating the Bi-County Commission on Tax Relief to determine how to reduce the residents' local taxes.
  - Establishing a Bi-County Economic Development Committee comprised of representatives of both county governments.
  - Lobbying the New York State Legislature to approve an early retirement plan that will allow both counties to achieve cost savings by replacing higher paid senior employees with lower paid entry level workers.
  - Developing plans to share facilities for a police academy and juvenile detention center.
  
- On December 5, 2002, the county executives from both Nassau County and Suffolk County jointly spearheaded an Economic Development Summit known as "The State of Long Island 2002." The entire proposed service area benefited from the discussions of common plans for technology; higher education; sustainable growth; sports; entertainment and tourism; banking and finance; and workforce housing. Both county executives frequently advocate additional cooperation to minimize the local tax burden, address common social needs, and improve a common labor market.
  
- United States Senator Charles Schumer issued a press release earlier this year announcing his introduction of a bill that would provide \$167 million in federal tax relief to Long Island to address budget deficits. The county executives from both Nassau County and Suffolk County attended the announcement and expressed gratitude for federal efforts to address a budget crisis brought about by the adverse economic impact of the September 11, 2001 terrorist attacks on the entire area under consideration.
  
- All of the residents within the area under consideration benefit from common state government services. New York State maintains offices that cover all of Long Island in one location in Hauppauge, New York. New York State recognizes Long Island as a single labor market. In addition, the New York State Office of Science, Technology and Academic Research recognizes the Long Island Forum for Technology as a Regional Technology Development Center. Moreover, the Appellate Term of the New York Court System recognizes Nassau and Suffolk Counties as a single division.
  
- New York State developed the Long Island Power Authority as a corporate municipal instrumentality during 1987 to address the energy concerns of Nassau and Suffolk Counties. This state-created corporation acquired the assets of a struggling existing power company and now provides service to over one million residential and commercial customers. In addition to providing all of Long Island's residents with access to lower electricity rates, this corporation also offers discounts to commercial customers to encourage business expansion.

- To manage the large influx of people following the turn of the last century, New York State created the Long Island State Parks Commission, which began a system of unified planning for all of Long Island (notable accomplishments include Jones Beach State Park and Bethpage State Park). During 1980, this commission became a part of the New York State Office of Parks, Recreation and Historic Preservation. Representatives from the area receive appointments from the governor to the Long Island State Park and Recreation Commission to provide input regarding Long Island's needs and interests.
- The Federal Court system serves the entire area under common leadership by recognizing Nassau and Suffolk Counties as a single district.
- The United States Post Office serves the entire area through the Long Island District.
- The Federal National Mortgage Association, a federal government sponsored enterprise, has a specific program called "Living on Long Island" that addresses unique housing needs that exist due to the high cost of Long Island's real estate. FNMA has developed local partnerships and works with a local advisory committee of realtors, mortgage lenders, business leaders, and civic leaders to continually identify opportunities to make housing more affordable. These efforts have benefited all of the residents within the area under consideration because of the resulting special programs for:
  - Encouraging home renovations in conjunction with refinancing transactions;
  - Developing affordable rental housing; providing grants for education programs for potential home owners; and
  - Establishing more flexible borrowing requirements for working families.
- Several formal government programs exist to assist area businesses, including:
  - Long Island Development Corporation (LIDC)* administers the Long Island Working Capital Loan Fund for manufacturers and wholesalers with less than 500 employees. The fund's geographic area is Nassau and Suffolk counties. This fund provides small loans with favorable repayment terms while encouraging businesses to obtain additional training to improve operations. Area banks loan money to the fund and the New York State, Nassau County, and Suffolk County governments fund the loan loss reserve fund.
  - LIDC* also helps area businesses obtain financing through the Small Business Administration.
  - Community Development Corporation of Long Island, Inc.* provides small loans to small businesses for working capital, inventory, and equipment while encouraging participation in the organization's technical assistance workshops. This organization, as a NeighborWorks participant, obtains funds through partnerships with financial institutions, business leaders, and all levels of government. The geographic area served by this micro loan program is Nassau and Suffolk counties.
  - Long Island Defense Diversification Revolving Loan Fund* provides funds to small businesses previously dependent upon the defense industry for working capital to diversify. The fund only serves Nassau and Suffolk Counties and receives funds from the Economic Development Administration, U.S. Department of Commerce, and New York State Department of Economic Development.

- Local Industrial Development Agencies (IDAs) are New York State public benefit corporations that assist with the underwriting of development projects by coordinating the issuance of tax-exempt bonds. Over the past twelve years, the Nassau and Suffolk County Industrial Development Agencies have completed 287 projects to develop industrial parks throughout Long Island that have resulted in the creation of over 51,000 local jobs.
- During 1965, the Federal Government created the Long Island Regional Planning Board. Nassau County and Suffolk County each provide three members to the six person board of directors. The board members serve through appointments made by county executives. This organization conducts studies and implements a bi-county plan that addresses the social and economic needs of all of the residents, including the proposed service area. Since its inception, this organization has generated over 120 reports about Long Island, including reports on planning, taxation, population trends, and economic development.
- Several recent projects demonstrate collaboration among government and private entities from both Nassau and Suffolk County to work toward the betterment of all of Long Island, including:
  - *Expansion of MacArthur Airport.* During 2002 the Federal Aviation Administration approved a matching program with Southwest Airlines to add 12,000 square feet of space to add four jet gates at MacArthur Airport. The project has a cost of \$40 million. Government entities are receptive toward supporting the development of Long Island's only major commercial airport due to its economic impact. Over 26,000 Long Island residents work in the general vicinity of the airport and 2.5 million passengers use the airport.
  - *Calverton Enterprise Park.* Local community leaders are developing plans to create new job opportunities at the site of a former weapons plant for the Navy. In addition to interest by private sector companies, community leaders are depending upon grants from the New York State Industrial Access Program and tax advantages attributable to the creation of the Calverton Empire Zone. These efforts complement other projects designed to improve the Riverhead section of Long Island decimated by defense spending cuts.
  - *Expansion of Roadways.* The New York State Department of Transportation (NYSDOT) serves all of Long Island within one district and is presently overseeing projects designed to widen roadways and improve the availability of high occupancy vehicle lanes. The NYSDOT is also administering a federally funded program to make roadway usage more efficient on Long Island.
- Long Island is also home to several quasi-governmental developmental agencies that provide assistance to the proposed service area's residents, including:
  - CEDC, Inc. reinvests in Long Island communities suffering from deterioration.
  - Empire State Development Corporation provides Long Island businesses with technical assistance and financial assistance.
  - Long Island Convention and Visitors Bureau promotes tourism throughout the area.
  - Long Island Housing Partnership provides housing opportunities for low and moderate income individuals.

- Long Island Business Development Council is a partnership among local businesses and governmental organizations that provides relevant business and financial information to help support projects carried out by other entities:

Major trade areas (shopping patterns and traffic flows)

- Several major roadways connect Nassau County and Suffolk County and promote access to all portions of Long Island, including the Long Island Expressway (I-495), Northern State Parkway (Route 908G), Southern State Parkway (Route 908M), State Road 25, and State Road 27.
- According to Long Island Almanac, on average, 568,200 vehicles cross the Nassau/Suffolk border on a daily basis.
- Long Island is home to several major employers<sup>1</sup>. Nine out of the ten largest employers maintain locations throughout both counties. Examples include:

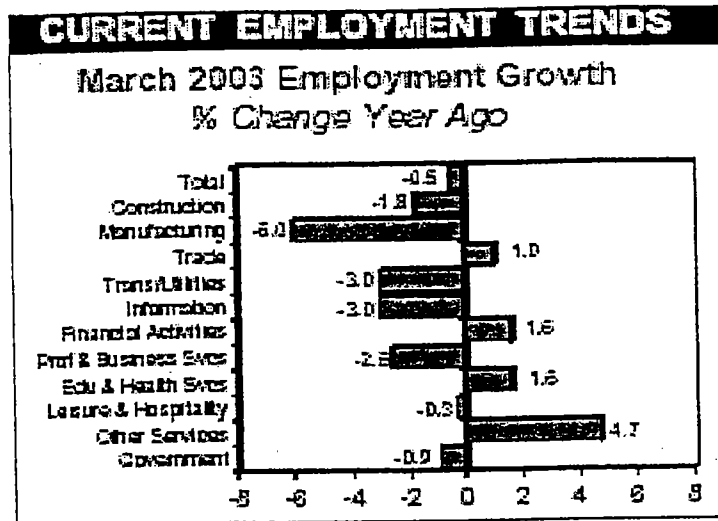
| Employer                                | Employees | Location       |
|---|-----------|----------------|
| North Shore Long Island Jewish Hospital | 30,500    | Nassau/Suffolk |
| Diocese of Rockville Centre             | 12,500    | Nassau/Suffolk |
| KeySpan Energy                          | 8,000     | Nassau/Suffolk |
| JP Morgan Chase                         | 6,800     | Nassau/Suffolk |
| Winthrop Hospital                       | 5,700     | Nassau         |
| Verizon                                 | 5,500     | Nassau/Suffolk |

- Of the twenty largest sponsor groups in Bethpage Federal Credit Union's charter, 50% maintain a location in Nassau County and 50% maintain a location in Suffolk County. Of those with a Nassau County location, 41% of the workforce lives in Nassau County and 24% lives in Suffolk County. Of those with a Suffolk County location, 57% of the employees are from Suffolk County and 20% are from Nassau County.
- 2000 Census data further supports the notion that Long Island is a single labor market through the following statistics:

|                | Work on Long Island | Mean Travel Time to Work |
|----------------|---------------------|--------------------------|
| Nassau County  | 66.08%              | 34.3 minutes             |
| Suffolk County | 86.92%              | 31.8 minutes             |

<sup>1</sup> Note: The employment statistics for Long Island consider Suffolk County as a whole. We believe the statistics accurately reflect the area under consideration because the applicant has only excluded 77,163 residents, or 5.4% of Suffolk County's population from their proposed service area.

- The Précis: METRO reports produced by Economy.com, Inc. recognize Long Island as a single labor market and reflect a common local challenge generated by the replacement of manufacturing jobs by lower paying service jobs:



- Sales and Marketing Management, an organization that monitors retail trends, indicates Long Island has the highest annual retail sales per household among the largest market areas in the United States. This sales volume supports the presence of two major shopping hubs:
  - Garden City (Nassau County) is home to Roosevelt Field Mall and the Mall at the Source. Roosevelt Field Mall has 2.3 million square feet of leaseable area and attracts 20 million annual shoppers (44% from Nassau County and 12% from Suffolk County).
  - Riverhead (Suffolk County) is home to Tanger Factory Outlet Mall, which has over 700,000 square feet of leaseable space. This facility attracts 12 million annual shoppers (40% from Nassau County and 30% from Suffolk County).

Although these facilities are almost 60 miles apart, they serve as separate focal points for diverse buying preferences. Garden City is predominantly retail outlets and Riverhead is predominantly wholesale/discounter stores.

Shared/common facilities (educational, medical, police and fire protection, etc.)

- One electric and gas utility, the Long Island Power Authority, serves residents throughout the entire area.
- Cablevision Systems is the area's primary cable television provider.
- Long Island Bus serves 35 million passengers annually and has over 118 bus routes with 430 different busses throughout Nassau County and western Suffolk County. The overwhelming majority of passengers and routes are in the proposed service area.

- Long Island MacArthur Airport serves as a convenient domestic airport for area residents who do not wish to travel to New York City. During 2001, this airport served over two million passengers with over twelve thousand flights.
- Long Island Railroad connects Nassau and Suffolk Counties and provides convenient access to New York City for all of the area's residents.
- The Nassau-Suffolk School Boards Association includes 90% of the school boards on Long Island, including the overwhelming majority of the proposed service area. This organization encourages cooperation between member boards and provides a unified voice about legislative matters. The Association also sponsors workshops.
- The Long Island Regional Advisory Council on Higher Education is a consortium designed to promote cooperation among the nineteen colleges and universities throughout Long Island, including the proposed service area. Members of this organization share a collective voice in interacting with community groups, businesses, school superintendents, legislators and the media. Recently, this organization hosted a session with guidance counselors from Nassau and Suffolk counties to discuss programs and career placement opportunities available at local schools of higher learning.
- Hofstra University and Nassau County have collaborated in developing the Long Island Studies Institute. The institute is a major center for the study of the area's local and regional history that includes books, photographs, newspapers, maps, census records, genealogies, and other government documents.
- The area has several entertainment venues, including the Nassau Coliseum (New York Islanders, lacrosse, arena football, concerts, expositions); Citibank Park (Long Island Ducks); and Tiles Center for the Performing Arts (cultural activities).
- Other cultural venues include the Cradle of Aviation Museum, Long Island Children's Museum, Vanderbilt Museum, Sagamore Hill, and Old Westbury Gardens.

#### Organizations and clubs within the community area

- Long Island Forum for Technology is a non-profit organization with 250 member businesses from both Nassau and Suffolk County. This organization has a mission of growing manufacturing and technology businesses to benefit area residents.
- Long Island Coalition for Fair Broadcasting is a monitoring organization that tries to ensure news reports portray Long Island fairly and accurately. All area residents benefit by this organization's efforts to protect Long Island's reputation.
- Long Island Cares coordinates all available community resources on Long Island to provide emergency food assistance, sponsor programs to help families achieve self sufficiency, and educate the general public about hunger on Long Island, including locales within the proposed service area.

- Long Island Works Coalition pools resources among CEOs and human resource professionals to coordinate plans with local educators to ensure job training is consistent with job requirements. A recent Internship/Industry Connection Fair provided 2,000 area students an opportunity to network with 65 leading Long Island businesses to enhance their career preparation skills.
- The diocese of Rockville Centre is the center of Catholic religion for the area. Other religious organizations covering the entire area include Catholic Charities of Long Island, Episcopal Presence of Long Island, and the Long Island Council of Churches.
- Long Island Association is the largest business organization in the area that represents over 5,000 businesses, civic groups, labor unions, non-profit entities, and educational and governmental organizations. This organization's Internet site indicates that the employees of member groups comprise almost one-half of Long Island's workforce. Notable accomplishments of Long Island Association include:
  - The sponsorship of the 1991 Long Island Economic Summit to establish priority projects to improve the economy.
  - The creation of an organization known as Project Long Island that strives to identify and strengthen high technology and manufacturing companies in the area and determine ways to create quality job opportunities.
  - The creation of a Long Island Action Plan that documented a blueprint for addressing 250 regional issues affecting the entire proposed service area. During the time period between 1994 through 1999, 81% of the items in the plan have been accomplished. Highlights include:
    - Expanding the public and private funds available for small businesses;
    - Establishing competitive programs to encourage educational groups and businesses to develop environmental monitoring systems for Long Island Sound;
    - Advocating of revisions of taxation laws to assist area farmers (vineyards) and commercial fishermen;
    - Establishing Long Island as a separate region for health care purposes (planning, rating, and health insurance);
    - Overhauling the property tax assessment process;
    - Developing a long-range transportation plan for Long Island; and
    - Promoting Long Island's positive attributes for conducting international business.

|  |
|--|
| Newspapers or other periodicals published for and about the area |
|--|

- Long Island has one major daily newspaper, *Newsday*. *Newsday's* mission is to be "an indispensable source of news, information, and advertising for the Long Island region." The paper features a daily "Around the Island" section with community news. Of the paper's 577,354 daily subscribers, 38% are from Nassau County and 46% are from Suffolk County.

- Twenty-six local radio stations broadcast to the entire area.
- The area has three regional television stations, including a 24-hour news channel devoted to the common interests of all of the residents.
- An Internet site known as “LongIsland.com” provides comprehensive coverage about the entire area.

|               |
|---------------|
| Other factors |
|---------------|

- The Office of Management and Budget recognizes the area as being within the “Suffolk County – Nassau County, NY Metropolitan Division” within the “New York-Newark-Edison, NY-NJ-PA Metropolitan Statistical Area.”
- The proposed service area falls within an area that, in the past, government agencies commonly referred to as the Nassau-Suffolk Primary Metropolitan Statistical Area within the New York Consolidated Metropolitan Statistical Area.

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**Summary:**

The area under consideration is a local community. Residents within this geographically distinct area interact by traveling along common roadways, receiving news from common media outlets, and shopping at common trade centers. In addition, local government entities collaborate to advance the residents’ common interests through uniform economic and social planning.



## 3. LONG ISLAND – A WELL DEFINED LOCAL COMMUNITY

### 3.1 NCUA Chartering and Field of Membership Manual Definition of a Well Defined Local Community

Under Interpretive Ruling and Policy Statement 99-1, the NCUA Chartering and Field of Membership Manual and subsequent amendments thereto, the NCUA further defined and clarified that which is in the Federal Credit Union Act. More specifically, a "well defined, local community, neighborhood or rural district" has been divided into two separate phrases. First, "well defined" has been interpreted to mean that the area of a community must have specific geographic boundaries. Second, the meaning of local community, neighborhood or rural district includes a variety of factors. Most prominent is the requirement that the residents of a community area interact or have common interests.

Long Island, which is comprised of Nassau and Suffolk Counties, meets the NCUA definition of a well defined local community based on a number of factors including: the history of the area (discussed in Section 2); economic interdependence; various political and governmental interaction; transportation and traffic flows between counties for the purposes of employment, shopping, and recreation; the sharing of various services relating to utilities, education, health care, religion and charity; the existence of organizations which serve the area, as well as common media by which the area receives news and information. These factors are discussed in greater detail in the sections that follow.

### 3.2 Economic Interdependence

For more than 30 years, the United States Office of Management and Budget (OMB) has recognized Long Island as a single entity. In 1971, the community was designated as a Standard Metropolitan Area (SMSA). More recently, the Office of Management and Budget (OMB) changed Long Island's designation to a Primary Metropolitan Statistical Area (PMSA), known as Nassau-Suffolk PMSA.

The concept of the Primary Metropolitan Statistical Area (PMSA), as defined by the US Census Bureau, rests heavily on economic and social interaction between the counties. The counties must meet a specified level of interaction to be included as part of a Primary Metropolitan Statistical Area.

### Employment on Long Island

The Long Island economy is the second largest in the state after New York City, with over 1.3 million jobs in 2000. According to the NYS Department of Labor, 77% of Long Islanders work within the two counties of Long Island.

The composition of the Long Island business community is further evidence of the interaction shared by Nassau and Suffolk counties. The top 10 non-government employers located on Long Island draw their employee base from Nassau and Suffolk Counties. Additionally, nine of these organizations maintain locations in both counties.

According to the Long Island Business News Book of Lists 2001, they are:

| Employer                                | Employee Size | Location       |
|---|---------------|----------------|
| North Shore Long Island Jewish Hospital | 30,500        | Nassau/Suffolk |
| Diocese of Rockville Centre             | 12,500        | Nassau/Suffolk |
| KeySpan Energy                          | 8,000         | Nassau/Suffolk |
| JP Morgan Chase                         | 6,800         | Nassau/Suffolk |
| Winthrop Hospital                       | 5,700         | Nassau         |
| Verizon                                 | 5,500         | Nassau/Suffolk |
| Waldbaum's                              | 5,000         | Nassau/Suffolk |
| Pathmark                                | 4,500         | Nassau/Suffolk |
| King Kullen                             | 4,000         | Nassau/Suffolk |
| Long Island University                  | 3,900         | Nassau/Suffolk |

### 3.3 Political Jurisdictions

#### History

The history of Long Island's political development gives evidence to the intent of creating a bi-county political system. The government envisioned a joint community when the Long Island Regional Planning Board was established in 1965. The Federal government had also acknowledged the saliency of treating Long Island as a distinct region in a number of ways. In 1980, the Nassau-Suffolk region became the first suburban area to be designated as a United States Economic Development District. In addition, Long Island has continued to deal directly with the various units of government without subordination to the State of New York. Today, The State of New York still considers Long Island one region for governing purposes, and has designated one location – Hauppauge, NY, to house all of the state offices serving the Nassau-Suffolk community. The state also recognizes the Nassau-Suffolk region as a single Labor Market Area for the collection of civilian labor force data and has influenced the efforts of the Long Island Forum for Technology as a Regional Technology Development Center.

#### Politics Today

Although each county has its own County Executive and County Legislature, the proximity of the two counties and the overlap of residents who live and work within the area require both governments to cooperate. The presiding officers of the two County Legislatures work together on the bi-county economic development committee that is designed to promote the social and economic well being of the area. The two counties also participate in the *Long Island Linked Deposit Program*, which is a regional version of the New York State program aimed at promoting lending to minority and women-owned businesses.

There is significant evidence of other joint political involvements as well:

- Nassau and Suffolk counties together constitute a single department of the Appellate Term of the New York Court System;
- The Federal Court system treats Nassau/Suffolk counties as a distinct, separate area and the new courthouse in Central Islip consolidates Federal court employees who were currently housed in six different sites throughout the two counties;
- The United States Postal Service maintains a Long Island District which serves both Nassau and Suffolk counties;
- The Federal National Mortgage Association ("Fannie Mae") has established a program called *Living on Long Island* to address housing issues in the bi-county community.

### *Long Island Development Agencies*

Nassau and Suffolk counties are home to literally hundreds of political agencies that work for the benefit of both counties. Two of the largest agencies are: the Long Island Regional Planning Board, that was created under New York State law to review and implement items of interest to Long Island; and the Long Island Power Authority, created by New York State in 1987, to address energy concerns of the Nassau/Suffolk community. Below is information that highlights other key developmental agencies that work for the benefit of Long Island:

| <b>Developmental Agency</b>                        | <b>Location</b>           | <b>Purpose</b>   |
|--|---------------------------|--|
| Bi-County Developmental Corporation of Long Island | Garden City (Nassau)      | To process second mortgage applications through NYS Development Authority for Long Island firms.   |
| CEDC, Inc.   | Hempstead (Nassau)        | To invest in redevelopment of Long Island communities suffering from deterioration.  |
| Community Development Corporation of Long Island   | Centereach (Suffolk)      | To assist the Long Island private and public sectors with implementation of solutions to community development, economic development and housing issues.                         |
| Diocesan Office of Research and Planning           | Rockville Centre (Nassau) | To plan for the Roman Catholic Diocese in land planning, demographic projects, and parish planning.  |
| Empire State Development Corp.                     | Plainview (Nassau)        | To provide Long Island businesses with technical and financial assistance programs including financing, skills training, defense diversification, and global market development. |
| Long Island Development Corporation                | Plainview (Nassau)        | To provide financial assistance for expansion of Long Island small business concerns through the Small Business Administration.  |

|  |                     |  |
|--|---------------------|--|
| Long Island Regional Planning Board  | Hauppauge (Suffolk) | To implement recommendations made in the bi-county plan; review items of regional interest to determine effect on the overall plan; provide technical assistance to local governments; disseminate census data to update reports; and create an information base for future planning decisions on Long Island. |
| NY Business Development Corporation  | Plainview (Nassau)  | To serve as a vehicle for private funding of business and industry by providing long-term secured financing for plant, equipment, and working capital to create employment.  |
| NYS Economy Development Council  | Hauppauge (Suffolk) | To promote individual and general economic development.  |
| Long Island Housing Partnership  | Hauppauge (Suffolk) | To provide housing opportunities for low-to-moderate income individuals.   |
| Long Island Convention and Visitors Bureau   | Hauppauge (Suffolk) | To promote and support tourism on Long Island.   |
| US Dept. of Commerce/<br>International Trade Administration District Export Center | Mineola (Nassau)    | To provide export counseling, marketing information, and program assistance to Long Island firms.  |
| US Small Business Administration   | Melville (Suffolk)  | To make loans and provide management consulting for expanding or establishing businesses.  |

Source: 1997 Long Island Almanac; p. 68

### *Long Island Development Projects*

These and hundreds of other bi-county agencies continue to work for the benefit of Long Island. Some of the key initiatives these organizations are addressing include:

- Revitalization of Bay Shore and Patchogue downtown areas;
- Increasing traffic at MacArthur Airport;
- Cutting government costs by privatization and reducing red tape;
- Developing Long Island's Conference Center by building a multi-purpose field house;
- Establishing a transportation hub at Calverton Airport;
- Reducing school taxes, electric rates, hunger and homelessness;
- Developing a public facilities center at the former Pilgrim State Psychiatric Hospital site;
- Completing the Long Island Expressway service roads and HOV fourth lanes; widen Long Island Avenue into a major highway;
- Promoting philanthropy and planned giving;
- Creating a fifth Appellate Department;
- Completing a \$70 million National Aviation and Transportation Center.

(Source: Long Island Almanac)

### *Political Districts*

Long Island is currently made up of five congressional districts. Three out of the five districts currently span cross county lines. Bethpage FCU consistently reaches out and hosts events at the credit union for congressional leaders that represent constituents throughout Long Island.

Long Island also has nine state senatorial districts (Districts 1-9) and five state congressional districts (Districts 1-5) that overlap as well. State senatorial districts 5 and 8 are contained in both counties, as are congressional districts 3 and 5 (See Appendix 7.9 for Political District Maps).

### 3.4 Long Island Organizations

#### *Long Island Association*

The Long Island Association (LIA) is the region's largest business organization and is a major vehicle for promoting business growth. The LIA represents more than 5,000 businesses, civic groups, labor unions, not-for-profits, and educational and governmental institutions located on Long Island. Bethpage FCU is one of the many long-standing members of the Long Island Association.

The major regional response to the economic downturn in the 1990's came from the Long Island Association (LIA), with the sponsorship of the Long Island Economic Summit in 1991. The summit brought together Long Island businesses and government groups that established priority projects for the Long Island community. Today, the LIA continues to be a force for addressing the economic challenges on Long Island.

#### *Project Long Island*

Project Long Island was created by the Long Island Association (LIA) to identify and strengthen the high technology and manufacturing industries on Long Island. The industries, which were identified by Project Long Island's consultants, are biotechnology/bioengineering; emerging electronics; graphic communications; medical imaging and health information systems; and computer software. The LIA forecasts that, with cooperation of Long Island's business, civic, academic, and governmental groups, about 28,000 new high-paying, high-quality jobs can be directly created in these industries.

#### *Long Island Forum for Technology*

Long Island Forum for Technology is a not-for-profit membership organization whose mission is to grow the manufacturing and technology businesses on Long Island. The Forum has over 250 member businesses from both Nassau and Suffolk counties.

#### *Long Island Coalition for Fair Broadcasting*

The Long Island Coalition for Fair Broadcasting is a not-for-profit watchdog organization dedicated to improving the quality and quantity of Long Island news. According to the agency, it represents not only the 2.7 million people who call Long Island home, but also nearly 100,000 businesses that rely on advertising through the very media outlets that the Coalition monitors for fairness and accuracy.

#### *Long Island Business Development Council*

Established in 1969, the Long Island Business Development Council is made up of Long Island business and governmental organizations that work together to develop and maintain a healthy regional economy.

#### *Nassau & Suffolk Industrial Development Agency*

Over the past 12 years, the Nassau & Suffolk County Industrial Development Agency has completed 287 projects to develop industrial parks throughout Long Island. These projects employed more than 51,000 Long Island residents, with a total payroll of more than \$1.3 billion.

#### *Long Island Works Coalition*

Established in 1999, The Long Island Works Coalition identifies and works to develop critical skills needed by Long Island's employers in both counties. To address these issues, the Coalition brought CEOs and human resource professionals from top Long Island businesses together with school Superintendents and School Board Presidents for Long Island's first Workforce Summit. The Coalition also orchestrated an Internship/Industry Connection Fair providing 2,000 students with the opportunity to network with 65 leading Long Island businesses to enhance their career preparation skills.

#### *Advancement for Commerce Industry & Technology (ACIT)*

ACIT is one of Long Island's largest networking organizations. Founded in 1963, it is a not-for-profit corporation represented by virtually every type of business and service across Long Island. ACIT's primary goal is fostering Long Island's continued commercial, industrial and technological growth and development.

#### *The Diocese of Rockville Centre*

The Diocese of Rockville Centre is the center of Catholic religion for Long Island. The diocese was formed in 1957, when it separated from the Diocese of Brooklyn so it could better serve the residents of Long Island. The Diocese represents the 1,548,623 Catholics on Long Island, which is 52% of the total Long Island population.

In addition to the Diocese of Rockville Centre, there are also:

- The Catholic Charities of Long Island;
- Episcopal Presence of Long Island;
- The Long Island Council of Churches.



### 3.5 Travel Characteristics

#### Travel on the Roadways

The Long Island community's major motorways offer ground transportation between the two counties for a variety of purposes including employment, shopping, entertainment, sports, recreation and culture. As an economically and socially active community, residents continually travel within the bi-county area. These systems of roads combine to allow people to travel the entire length of Long Island, thus providing the means for interaction among all residents. In addition, these transportation routes are a major force in facilitating economic growth and commerce within the community. Some of the major routes are:

Long Island Expressway (I-495) – runs east and west through the center of Long Island. It is an important roadway for all residents of the Long Island area, as it provides access to almost the entire length of the Island and to New York City. The expressway has daily traffic volumes ranging from 9,289 at its furthest eastern end to 180,903 in western Nassau County.

Northern State Parkway (Route 908G) – runs east and west on a course similar to that of the Long Island Expressway. The roadway extends through Nassau County, and 12 miles into Suffolk County at State Road 347. Its average daily volumes range from 39,384 at its furthest eastern point to 162,517 at its junction with the Long Island Expressway in Nassau County.

Southern State Parkway (908M) – runs east and west, paralleling the route of the Northern State Parkway. This road has some of the highest daily traffic volumes in the community, reaching as high as 203,481 in western Nassau County.

State Road 25 – runs east and west, paralleling the route of the Long Island Expressway but continuing to provide access to the northeastern end of the community. SR 25 has daily traffic volumes between 55,853 and 3,542.

State Route 27 – runs east and west, paralleling the Long Island Expressway but continuing to provide access to the southeastern end of the community. SR 27 has daily traffic volumes as high as 125,447 in western Suffolk County.

Source: Suffolk County Traffic Counts, <[http://www.dot.state.ny.us/tech\\_serv/high/countfiles/suffolk.pdf](http://www.dot.state.ny.us/tech_serv/high/countfiles/suffolk.pdf)> ; Nassau County Traffic Counts, <[http://www.dot.state.ny.us/tech\\_serv/high/countfiles/nassau.pdf](http://www.dot.state.ny.us/tech_serv/high/countfiles/nassau.pdf)>; New York Metropolitan Transportation Council, <<http://www.nymtc.org>>

According to the *Long Island Almanac*, on average, 568,200 vehicles cross the Nassau/Suffolk border on a daily basis. Of greater interest is the fact that of the 1,267,131 Long Islanders who commute to work each day (from both Nassau & Suffolk counties), 77% commuted to a destination in either Nassau or Suffolk Counties. When considering motor vehicles alone, this number rises to 84%

according to the New York Metropolitan Transportation Council (See Appendix 7.10 for Roadway Travel Maps).

#### **Bus Travel**

Long Island Bus serves more than 100,000 Long Island residents each day and over 35 million passengers each year. Over 430 buses serve 118 routes in the Long Island community, providing residents access to all parts of the community.

(Sources: Long Island Bus, <[http://www.lirr.org/libus/bus\\_info/libinfo.htm](http://www.lirr.org/libus/bus_info/libinfo.htm)>; Long Island Convention and Visitors Bureau, <<http://www.livb.com/transportation.html>>)

#### **Airport Travel**

Long Island MacArthur Airport is located in central Suffolk County in the town of Islip. MacArthur is the premier domestic airport for Long Island residents who do not want to travel to the busier LaGuardia or JFK airports located in Queens, NY. Nine commercial carriers operate out of MacArthur including Delta, Southwest, Continental and American Airlines. In 2001, MacArthur served over 2,000,000 commercial passengers primarily from Long Island, on over 12,000 flights, according to the Bureau of Transportation Statistics Office of Airline Information.

#### **Rail Travel**

The Long Island Rail Road (LIRR) is the nation's largest commuter railway. Chartered in 1834, the LIRR serves an average of 290,000 passengers every workday on its 735 daily runs. The railroad provides service that connects both Nassau and Suffolk counties – the Montauk/Babylon/Rockaway branches are connected and run east and west stretching from Montauk on the eastern tip of Long Island to New York Pennsylvania Station. The Ronkonkoma/Port Jefferson/Hempstead branches provide service to northern and central Suffolk county and central Nassau county. Both branch systems provide service between Nassau and Suffolk counties (See Appendix 7.11 for the Long Island Rail Road Routes).

### **3.6 Shared Facilities**

The existence of shared facilities is indicative of common interests among persons living, working, worshiping or attending school within a community. Below are some of the shared facilities in the Long Island community.

#### **Education**

The Nassau-Suffolk School Boards Association is a service organization that includes 113 school boards in the Long Island community. This represents 90% of the 126 school boards in Nassau and Suffolk counties. Founded by the New York State Board of Regents in 1995, the Association has the stated objectives to encourage cooperation between member boards in the interest of better education, providing an organization, which will voice the opinions of its

members on legislative and other pertinent matters, and assisting its members with their school board issues. The Association also hosts workshops and seminars for member boards on educational issues. This organization demonstrates that despite the New York State and Long Island policy of creating localized districts for education, there is a sense of shared interest among the Long Island community on the topic of education.

The existence of the Long Island Regional Advisory Council on Higher Education (LIRACHE) is also evidence of educational interdependence. LIRACHE is a consortium of the nineteen colleges and universities throughout Long Island, dedicated to the improved educational effectiveness through inter-institutional cooperation. Through this organization, the member schools act as a single entity when dealing with community groups, businesses, school superintendents, legislators and the media. LIRACHE also offers the opportunity for cross-registration among its member-schools.

The total enrollment of the schools that participate in the Council is approximately 125,000 students. Of the schools reporting geographic origin of students by county (five schools representing 80,170 students), 28% or 22,571 of the students came from Nassau County and 22% or 17,866 originate from Suffolk County. A breakdown of enrollment for each school by county is represented below:

#### Long Island Higher Education Enrollment

| Name  | Total  | Nassau Attendees | Suffolk Attendees | % from Long Island Community* |
|---|--------|------------------|-------------------|-------------------------------|
| Long Island University – Nassau & Suffolk           | 30,000 | 8,700            | 4,800             | 45%                           |
| Hofstra University – Nassau                         | 13,400 | 6,100            | 2,300             | 63%                           |
| Adelphi University – Nassau                         | 6,850  | 3,021            | 468               | 51%                           |
| New York Institute of Technology – Nassau & Suffolk | 9,066  | 2,352            | 1,469             | 42%                           |
| SUNY at Stony Brook – Suffolk                       | 20,854 | 2,398            | 8,829             | 54%                           |

Source: LIRACHE, <<http://www.lirache.org>>; Stephanie Bushey, Hofstra University; Nava Lerer, Adelphi University. Sandy Kaufman, NYIT; Nassau Community College, <<http://www.sunynassau.edu>>; Suffolk Community College, <<http://www.sunysuffolk.edu>>; Webb Institute, <<http://www.webb-institute.edu>>

\* Remaining students are from outside Long Island

### **Health Services**

There are 36 hospitals located throughout Long Island that offer general medical and surgical needs to the members of the community. However, the North Shore Long Island Jewish Health System stands out for not only the number of admissions and procedures conducted, but also for the community interaction fostered by a healthcare network that provides a variety of services across the entire Long Island community.

Source: Enterprise 80

Comprised of 15 hospitals located throughout both counties, the North Shore Long Island Jewish Health Care System offers over 5,600 hospital beds and is rated one of the top medical facilities in the country. With a mission to "improve the health of the community it serves," the Health System is an invaluable resource to Long Island and additional proof that Nassau/Suffolk share critical public facilities. In 2001, the North Shore Long Island Jewish Health Care facility received 2,543,863 patients and 52% were from Long Island. In addition to providing quality health care, the North Shore Long Island Jewish Health System is one of the largest employers on Long Island.

### **Entertainment Venues**

There are a variety of sporting and entertainment venues on Long Island that draw residents from all parts of the bi-county area. For sports fans, the Nassau Coliseum is home to three professional teams – the National Hockey League's New York Islanders, the New York Saints lacrosse team and the New York Dragons arena football team. The seating capacity for the Coliseum is 18,000, and for the 2001-2002 season, the Islanders drew over 600,000 fans. In addition to sporting events, the Coliseum also hosts a variety of concerts including artists such as Billy Joel, Elton John, Tina Turner, Cher, etc. The Coliseum also hosts many expositions such as The Home Improvement Show, The Boat Show and Auto Show. In addition to the Coliseum, the Long Island Ducks baseball team continues to enjoy sellout seasons at Citibank Park (which is located in the underserved area of Central Islip) drawing fans from all over Long Island to enjoy minor league baseball.

The Tilles Center for the Performing Arts, located on the C.W. Post campus of Long Island University, is one of the major cultural centers on Long Island. The Tilles Center hosts over 70 events per year in music, dance and theatre. It is also the home of the Long Island Philharmonic. Long Island's other cultural venues such as the Cradle of Aviation Museum, The Long Island Children's Museum, The Vanderbilt Museum, Sagamore Hill, Westbury Gardens and its Arboretums all draw attendance from the bi-county area.

### **Utilities**

There is one electric and gas utility, the Long Island Power Authority, (LIPA) that serves residents of both Nassau and Suffolk counties. In addition, Cablevision Systems is Long Island's primary cable television provider, serving 770,000 households in both counties.

### **3.7 Shopping**

While many areas have a primary shopping district that acts as the center of interaction, the geography, population, and traffic patterns of Long Island necessitate two shopping hubs. The residents of both counties patronize these multiple centers proportionately. Sales and Marketing Management, an organization that monitors retail trends, estimates that Nassau and Suffolk counties had an average of \$35,047 in retail sales per household in 1998. This would place the region first among the twenty largest market areas in the country.

Located in Garden City in central Nassau County and within 13 miles of Suffolk County, Nassau Hub serves as the home to Roosevelt Field Mall and the Mall at the Source. Roosevelt Field Mall is located on the grounds of what was once the industrial parks that formerly housed Bethpage's first sponsor – Grumman Corporation. Roosevelt Field has 2.3 million square feet of leaseable area and averages 20 million shopper visits per year.

Tanger Factory Outlet Mall, located in Riverhead in Eastern Suffolk County, is Long Island's largest outlet center with over 700,000 square feet of leaseable space. There are over 170 outlet stores including Coach, Calvin Klein, and Polo.

Scarborough Research surveyed shoppers in the two major Long Island hubs and found that of the 20 million shoppers that visited Roosevelt Field Mall, 9 million originated from Nassau County and 2.3 million originated from Suffolk County. For Tanger Factory Outlets, 4.8 million of their 12 million shoppers came from Nassau County and 3.6 million came from Suffolk County. This provides significant evidence that residents from both counties travel throughout Long Island for their shopping needs.

| Shopping Venue                | Nassau Shoppers | %  | Suffolk Shoppers | %  | Total Shoppers |
|-------------------------------|-----------------|----|------------------|----|----------------|
| Roosevelt Field Mall (Nassau) | 9,108,000       | 44 | 2,342,000        | 12 | 20 Million     |
| Tanger Outlets (Suffolk)      | 4,800,000       | 40 | 3,600,000        | 30 | 12 Million     |

Source: 80 Enterprise

### 3.8 Long Island Media

#### Newspapers

The Long Island community is served by one major newspaper – *Newsday*, which covers both counties extensively. Founded in 1940, *Newsday* is a subsidiary of the Tribune Company, the third largest newspaper group in the U.S. As the dominant news source for Long Island, *Newsday* is dedicated to a mission of being, “an indispensable source of news, information and advertising for the Long Island region.” *Newsday* even runs a daily “Around the Island” section, which highlights local Long Island community issues such as schools, politics, government and community life. It is the fifth-largest newspaper in the country with a daily circulation of 577,354. Of their daily circulation, 38% are Nassau residents and 46% are Suffolk residents.

In addition to *Newsday*, there are a number of other newspapers and magazines that target niche markets within the Long Island community. *Long Island Business News* is the largest weekly newspaper serving the Long Island business community. *Business Long Island* is a new magazine produced by the Long Island Association for the benefit of the business community as well. *Senior Long Island News* targets retirees on Long Island and *Long Island Distinction Magazine* targets Long Island’s upscale residents.

#### Radio

There are 26 radio stations that broadcast to both counties throughout the Long Island region. The two largest radio groups in the region are Clear Channel Radio and Barnstable Broadcasting, which include some of the most popular radio stations in the area: WALK, WBLI, WLIH, WBAB, K-Joy, B-103, and 94.3 The Island.

### **Television**

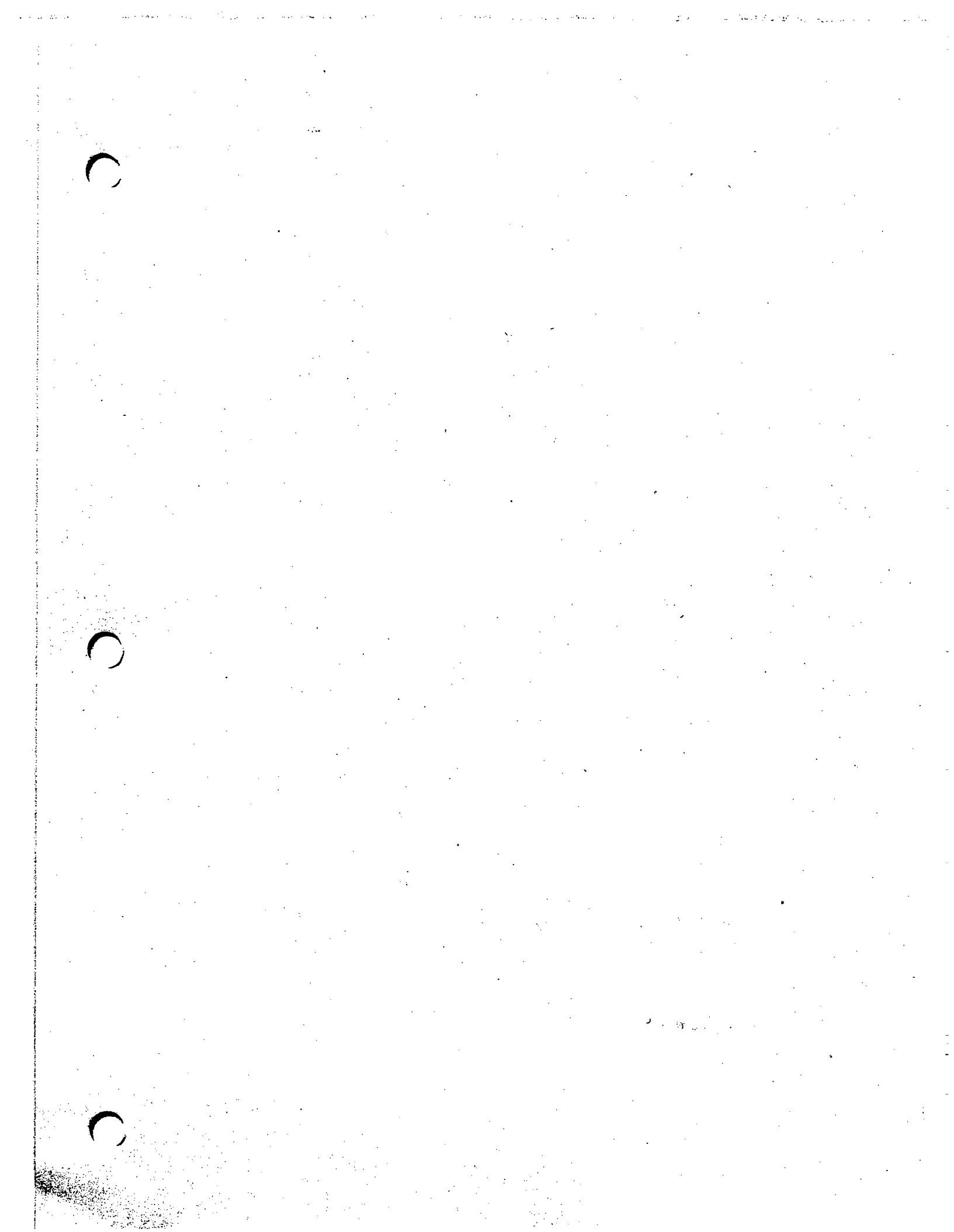
Based on Long Island and serving 770,000 households (86.2%) in the Long Island community, Cablevision (one of Bethpage FCU's SEGs) is the primary cable television provider in the region. Cablevision offers an unparalleled suite of local and regional programming, including News12 Long Island, a 24-hour news channel dedicated to the shared interests of the Long Island community. Other regional stations dedicated to Long Island include Channel 55 – WNYW and Channel 21 – WLIW.

### **Internet**

LongIsland.com is an internet site developed to provide comprehensive information and news on the bi-county Long Island area.

## **3.9 Community Outreach**

Bethpage Federal Credit Union continues to increase its commitment to serving Long Island through ongoing community outreach and charitable efforts. For the past three years, the credit union has more than doubled its community relations budget in an effort to increase its presence within the community. Bethpage's community activities support a variety of outreach from healthcare to child welfare, to culture and the arts (See Appendix 7.12 for a Community Outreach Recap).





## Bethpage Federal Credit Union

### Response to NCUA Letter dated April 9, 2003

#### I. Defined Political Jurisdictions

1) *Although Nassau County and Suffolk County both maintain separate county governments, you indicated the presiding officers of each County Legislature work together on a bi-county economic development committee. What are some examples of projects sponsored by this committee that benefit the needs of all the residents?*

The presiding officers of the two County Legislatures are working to establish a bi-county economic development committee. At the Suffolk County 2002 State of the County Address, Suffolk County Executive Robert Gaffney announced the creation of a bi-county task force. Nassau County Executive Thomas Suozzi will be appointing representatives of this administration and the counties will work together to explore ways that a regional approach can benefit the taxpayers of both counties. The task force will be asked to review recommendations in a report issued by the Bi-County Commission on Tax Relief as its first order of business.

Another urgent priority is that the New York State Legislature passes a bill on early retirement. This bill will enable senior, higher-paid employees from both counties to retire and be replaced by entry level, lower-paid workers. A second area on which the two hope to work together is that of shared facilities. The task force will work on a shared bi-county police academy and juvenile detention center, as well as work together to promote the region as a great place for people to vacation – particularly Long Islanders.

An additional example of bi-county cooperation occurred at an *Economic Development Summit – "The State of Long Island 2002"* held on December 5, 2002. The goal of the summit, the first of its kind, was to address key issues affecting the economic future of Long Island. Both Suffolk County Executive Robert Gaffney and Nassau County Executive Thomas Suozzi addressed and spearheaded the summit. Other participants included executives from the area's economic development organizations, academic institutions and corporations. Six areas of discussion were: technology; higher education; sustainable growth; sports, entertainment and tourism; banking and finance; and workforce housing.

2) Your narrative discusses a Long Island Regional Planning Board, created during 1965 by the Federal Government. This organization implements a bi-county plan. What is the structure of this organization and what are some examples of specific projects?

The Long Island Regional Planning Board, headed by Dr. Lee Koppelman as Executive Director, issues reports on items of regional interest regarding Nassau and Suffolk counties. Individuals from both the Nassau County Planning Department and Suffolk County Planning Department assisted in these projects.

Over the past 37 years this organization has generated over 120 reports regarding Long Island. Some of the most recent being:

- *The Impact of SUNY Stony Brook on the Regional Economy (2003)*
- *Long Island Comprehensive Plan 2000-2020: Housing Segment (2003)*
- *The Long Island Region (2002)*
- *Long Island Regional Comprehensive Plan – The Economic Segment (2000)*
- *School District Property Assessment and State Aid on Long Island (2000)*
- *Long Island Population Projections 2000-2020 (1999)*
- *Long Island Regional Comprehensive Plan – Open Space Plan (1999)*

NOTE: Dr. Koppelman was retained by Bethpage FCU to provide primary research for its conversion application. Dr. Koppelman's biography and research study are include in Section 3.

3) The Federal National Mortgage Association has a specific program called "Living on Long Island" that addresses housing issues in both counties. What is the nature of this program? How does it address the residents' common interests?

The *Living on Long Island* initiative was created to provide Long Island residents, from the first-time homebuyer to the senior homeowner, with more affordable mortgage financing, home improvement and renovation financing options.

The Federal National Mortgage Association (Fannie Mae) provided \$1.7 billion in mortgage financing during its second year to help more than 13,400 families under its *Living on Long Island* initiative. *Living on Long Island*, announced in 1996, is a targeted initiative designed by Fannie Mae and its local partners to meet the unique housing and home financing needs on Long Island. Fannie Mae's substantial investment in the Long Island housing market had a significant impact on thousands of families who never dreamed they could afford a home.

In order to continue meeting the housing needs of Long Island families the Long Island Advisory Committee, comprised of 30 representatives from local mortgage lenders, realtors, church leaders, nonprofit housing groups, local government

officials, and other corporate partners, help identify opportunities to increase affordable housing and community development in the area.

Fannie Mae also provided more than \$5.6 million in financing under "HomeStyle Long Island" to help nearly 200 families renovate or make other improvements to their older homes. Announced in October 1997, the HomeStyle Long Island initiative provides innovative financing for renovations or other home improvements. Specific products under the initiative enable Long Islanders to combine the purchase or refinance of a home with financing to upgrade or renovate the property in a single, low-cost mortgage.

Fannie Mae recognizes that affordable rental housing is a critical housing need on Long Island. In 1998, Fannie Mae invested \$41 million in local rental developments that provide safe and decent homes for nearly 1,200 Long Island families.

During 1998, the Fannie Mae Foundation was active on Long Island, contributing to organizations whose efforts supported homebuyer education and counseling and affordable housing opportunities. Examples include a \$25,000 grant to the Community Development Corporation of Long Island, Inc. to provide technical assistance and capacity-building services for nonprofits in the Roosevelt, Long Island community; a \$1,000 grant in support of the Long Island Thrift Mortgage Initiative's Fourth Annual Homebuyer's Expo that provided first-time home buyers with information on homeownership; and sponsorship of the President and Chief Executive Officer of the Long Island Housing Partnership to attend the John F. Kennedy School's Program for Senior Executives in State and Local Government as a Foundation Fellow.

Recently, Fannie Mae eased its eligibility requirements on a new loan program, which aims to lend \$100 million in the next two years to help middle-income workers. By raising the limit to 165% of the median income, Fannie Mae estimates that about 100,000 additional Nassau and Suffolk households would now be eligible.

4) You list several projects under the heading "Long Island Development Projects" that could plausibly benefit all of the residents, including:

- The revitalization of the Bay Shore and Patchogue areas;
- Privatization of several local government functions;
- The expansion of MacArthur Airport;
- The establishment of a transportation hub at Calverton Airport
- The creation of a \$70 million National Aviation and Transportation Center;
- The expansion of roadways to improve mobility within Long Island;
- The development of a public facilities center at the former Pilgrim State Psychiatric Hospital site;

- *The development of Long Island's Conference Center through the construction of a multi-purpose field house.*

*Which organizations sponsored these projects? How do all of the residents mutually benefit from these projects and participate in the planning or funding processes?*

Many of the projects listed above are at varying development: some are well on the way towards completion, others are still in early phases, while others are still in discussion. Given the state of the economy and the volatile nature of funding, public approval and the like, outcomes are varied in terms of participants, scope, and completion dates.

#### *Revitalization of Bay Shore and Patchogue*

Both of these towns are depressed areas located on the south shore of Suffolk County. Plans have been under way for several years to renew the downtowns and the waterfronts, not only for the benefit of the local residents, but also, as part of the larger community of Long Island, they are part of the watershed/waterfront environmental areas and as such provide recreation. Bay Shore, in particular, is a gateway to the Fire Island National Seashore. Some of the recent efforts include:

- The Bay Shore Beautification Society will be hanging 450 flower baskets in the spring of 2003 along Main Street, planting over 100 trees, and designing a 2 level memorial garden at the end of Main Street;
- The Great South Bay YMCA is getting ready to open the Boulton Center for the Performing Arts later this spring;
- Gift of Life is a Suffolk County Rotary initiative that serves financially needy children. The Bay Shore Firehouse Studio-Gallery will hold a series of benefits for the Rotary this spring;
- Over 600 people attended Sunday at Sagtikos as the first major fundraiser held to renovate Suffolk County's newest historical site, Sagtikos Manor, located in Bay Shore;
- After 6 years of planning, the town of Islip, the Long Island Housing Partnership, and the village of Bay Shore opened South Wind Village, a 78-unit development of houses for Long Islanders with low or moderate incomes. A committee consisting of representatives from the town, school district, clergy and Chamber of Commerce planned this initiative with the help of a private builder;

- In June 2002, the town of Islip, Long Island Housing Partnership, Fannie Mae, and the Bay Shore Community Corporation announced plans for the revitalization of the Sunnybrook neighborhood of Bay Shore. With a grant of \$150,000, they will build 14 units of affordable housing for working families on Long Island;
- In February 2003, the Bay Shore-Brighwaters Community Summit Council held its 7<sup>th</sup> annual meeting. The event attracted more than 40 business, education, and civic leaders from throughout Long Island to examine issues of housing, neighborhood revitalization and quality of life. Some of the students attending were part of Newsday's FutureCorps, a program that involves thousands of students across Long Island in community service, and who had recently met with Sen. Hillary Clinton on relevant topics related to rebuilding depressed areas of Long Island;
- In February 2003, under the State Environmental Protection Fund's Local Waterfront Revitalization Program, \$4.5 million is to be allocated for 56 projects throughout New York State. Included in this was:
  - \$50,000 - Town of Islip for a watershed action plan for the Mill Pond in Bay Shore;
  - \$30,000 - Completion of the dock and sewage treatment plant area of Patchogue.

### *Government Privatization*

The concept of privatization, taking some services out of the public domain and having the service provided or managed by the private sector, is nothing new. In times of economic difficulty, the idea gains in popularity. In the case of Nassau County, which faced a severe economic crisis as well as a change in political leadership, privatization offered many opportunities. Some of the areas affected include:

- By the end of 2003, it is planned that 1,900 clients in residential drug and alcohol centers will have been moved into private treatment programs. Mental health case management has already been contracted out to a private agency, at a potential savings of \$2 million a year;
- Both counties are planning to consolidate some of their facilities. Between the sale of buildings and land to private developers and expected efficiencies in operations, the counties are planning on raising \$200 - \$350 million;
- In a proposal submitted early this year, contracts were planned to manage the Aquatic Center at Eisenhower Park, the Memorial Beach in Lido Beach, and organizing concerts at the Mitchel Athletic Complex in Uniondale in order to help increase tourism on Long Island. The Aquatic

Center, for example, has lost \$2.3 million a year since 1999 because of an inability to attract visitors.

#### *Expansion of MacArthur Airport*

In 1999 Southwest Airlines began regular national service from MacArthur Airport. Transportation experts had forecasted that Southwest's launch of 12 daily flights starting in March of that year would boost airport passenger traffic by 70%. Shortly after the Southwest announcement, four other airlines announced expanded national service at MacArthur as well. MacArthur's economic influence goes well beyond air traffic alone. 700 acres of land around it have been developed since 1979 and 900 additional acres of vacant industrial land remains nearby. More than 26,000 Long Islanders are employed in the vicinity of the airport in a variety of industries, anchored by the airport. By 1999, \$13 million in terminal improvements had been put into MacArthur by the town of Islip. Eight airlines operated out of the airport, with over 900,000 passenger arrivals or departures in 1998. By the year 2000, that number had increased to 2.5 million.

The success of this expansion has fueled additional plans. The arrival of Southwest has boosted MacArthur as a major alternative to NYC airports, especially for Long Island residents. A new \$40 million project has received FAA approval last December. Southwest would add to the terminal four new jet gates and 12,000 square feet of new space, enabling the airline to handle up to 32 flights a day, up from its current level of 23 per day. Southwest would fund much of the cost, and the town would apply for a federal grant to cover the rest. The project is expected to be completed sometime in 2004.

#### *Transportation hub at Calverton Airport*

The Calverton Enterprise Park, formerly known as the Naval Weapons Industrial Reserve Plant at Calverton, has been the focus of planning and redevelopment efforts by the Navy and the Town of Riverhead since 1994. The 2,900-acre site was constructed by the Navy in the 1950s and leased to Grumman for final assembly and test flights of military aircraft. Due to defense downsizing, the site was transferred to the Riverhead Community Development Agency in 1998, and is zoned for commercial, recreational and industrial use. Proposed uses include the development of the existing industrial complex, and additional industrial park, a theme park, a sports complex and open space. A December 2000 report estimated that over 1,700 jobs would be directly created over 10 years, this does not include thousands of jobs projected to be generated indirectly.

So far, Mivila Foods, a food distribution company based in New Jersey, will invest \$7.2 million and create 200 jobs by establishing a new facility in the Calverton Enterprise Zone. The project started in February 2002. About the same time, Kamco Lumber Supply Corp. opened a facility in the Zone and will employ 25 people. In order to service the needs of these two new companies,

and to spur further growth for new jobs for residents of Long Island, the State Industrial Access Program provided a \$1 million grant in September 2002 to restore rail service to the Enterprise Park. In addition to the two above-mentioned firms, 11 other companies, occupying almost 700,000 square feet of space in the park, have indicated that regular rail access will allow them to reduce transportation costs and permit them to consider future expansion. The reactivated rail spur is expected to assist in marketing the Zone to prospective tenants as well.

#### *National Aviation and Transportation Center*

This Center had been affiliated with Dowling College, and had been an attempt to resurrect and expand the defense related prominence once affiliated with Long Island and offer a specialized program. It did not achieve the level of success hoped for and in fact, resulted in steep losses for the college, and ceased operation approximately 4 years ago. Dowling does maintain a National Aviation and Technology Center at its campus in Brookhaven, but from an educational and operating point of view, the concept of the Center has broadened to encompass all programs at Dowling, not just aviation and transportation.

#### *Expansion of Roadways*

There are almost 3 million people that reside within the NYS Dept. of Transportation (DOT) Region 10 area that encompasses Nassau and Suffolk Counties. The approximately 1,100 DOT Region personnel are currently responsible for maintaining almost 5,300 state highway lane miles and 532 bridges, and this does not include county and local roads. There are also currently 30 miles of HOV lanes on the LIE, and when completed in 2004, there will be 45 miles of HOV lanes from the Queens border to Medford in Eastern Suffolk. These new thoroughfares will help alleviate traffic issues that exist throughout the Island and improve commutation time.

As of October 2002, two new contracts with a combined value of \$235 million were under way. Both of these were 18-month to 2-year jobs related to widening, resurfacing and adding HOV lanes to the LIE in Western Nassau County.

Region 10 DOT also operates and maintains one of the world's premier Traffic Information Systems (INFORM) to help improve the mobility of residents. Using road embedded sensors, over 50 cameras and other sources, real time travel information is provided to motorists via electronic signs along the roads. This system is currently being expanded to other heavily traveled roadways, helping motorists make better educated traveling decisions, reducing congestion, fuel consumption, and saving time.

In May 2002, Governor Pataki announced \$2 million in funding for local pedestrian and bicycle safety improvement projects across Long Island. The funding, which is being provided under the Local Safe Streets and Traffic Calming Program, will assist local governments in making roadways safer. Federally funded and administered by the NYSDOT, the goal is to make roadway usage more efficient, and to make bicycling a convenient and attractive transportation alternative.

#### *Development of Pilgrim State Hospital*

As part of a privatization program and an effort to utilize unused land in a depressed area, the former Pilgrim State Hospital in Brentwood has been sold for development. A new community with 9,000 apartments, upscale shopping, restaurants and millions of square feet of commercial space, including the possibility of Long Island's tallest building, would be built here under an ambitious visionary plan unveiled in January of this year. Called Heartland Town Square, the project would cost at least \$4 billion, and take up to 20 years to complete, but would utilize the "New Town" concept in urban planning and be home to thousands and a place of employment for more than 20,000 Long Islanders. Leading planners on Long Island have endorsed the proposal, and community feedback was sought in January at a series of meetings held at Suffolk Community College's Brentwood campus. Other components of the proposal include a 300-room hotel, an artist district, and an 80,000 square foot aquarium that at one time had been planned as a focal point of the revitalization of Bay Shore.

Although some local residents have expressed concerns about congestion and over usage of existing infrastructure, the Long Island Association's economist Pearl Kamer, estimates that the project would generate \$50 million a year in property taxes, including \$40 million for the besieged Brentwood school district. Putting this land back on the tax roles will not only help the local residents, but benefits will accrue throughout Long Island.

#### *Long Island Conference Center*

The originally proposed Long Island Conference Center did not receive the necessary funding to bring the project to fruition. However, according to *Newsday* (Nov. 1, 2002) a four-story 120-room hotel and conference center would become the centerpiece of an expanded Atlantis Marine World in Riverhead. This would be a private development by the owners of the existing complex, and would act as a conference center for Long Island. The owners of the development are anticipating that the complex will bring another 200,000 visitors to the area. This venue was previously described in the proposal project, and it was estimated that most of the visitors come from Nassau and Suffolk. At the time of this article, it was expected to take at least a year to get the plans through the town planning and permit process, and up to another year and a half to build.



5) Long Island Business Development Council includes local businesses and governmental organizations that strive to improve the economy. What are some examples of projects that benefit the entire area? How do government or political organizations become members of the Council? From where does the Council derive its funding?

According to Jim Ainslie, of the Suffolk County Economic Department, the Long Island Business Development Council (LIBDC) is a networking association made up of Long Island business and governmental organizations. Any organization can become a member by filling out the appropriate forms and paying membership dues that provide the funds for council activities. The council does not sponsor specific projects in the community, but provides relevant business and financial information between the members to help improve the Long Island community's economy.

6) The Nassau & Suffolk County Industrial Development Agency has completed projects to develop industrial parks throughout Long Island. What is the structure of this organization and how does this organization finance its projects?

Long Island Industrial Development Agencies (IDA) encourage job growth on Long Island by providing economic incentives to retain businesses in Suffolk and Nassau Counties and encourage new businesses to relocate to Long Island. The stated purpose of the IDA is to promote economic development and attract industry to Long Island by assisting in "acquiring, constructing, reconstructing and equipping of manufacturing, warehousing, research, civic, commercial or industrial projects." IDA financing is intended for moderate and large sized organizations, private and not-for-profit. This organization has representatives from both Nassau and Suffolk Counties and the management team of the IDA is listed below:

*Nassau County:*  
Executive Director - Joe Gioino  
Chairman - Louis Yevoli

*Suffolk County:*  
Administrative Director - Bruce E. Ferguson

The use of Industrial Development Bonds (IDBs) to finance a project generates other substantial benefits including sales tax, mortgage, and property tax exemptions, and the possibility of lower borrowing rates.

The physical act of financing through the IDA is completed by issuance of a Bond or by use of a sale-leaseback mechanism. In a Bond transaction, the IDA issues a Bond(s) to a Bond Purchaser selected by the owner of the Property (the Company). The Bond Purchaser may be a bank or another lending institution, or it may be a subsidiary or affiliate of the Company. At closing, legal title (as opposed to equitable title) transfers to the IDA. The IDA then sells the Bond(s) to the Bond Purchaser and the sale proceeds are used to finance the project. If the Bond is to be purchased by an outside lender, the Company will negotiate the

terms of the agreement with the Lender and enter into a commitment agreement outlining those terms.

*7) New York State developed the Long Island Power Authority during 1987 to address the energy concerns of Nassau and Suffolk Counties. What has been the impact of this organization?*

The Long Island Power Authority (LIPA) is a corporate municipal instrumentality of the State of New York and was created by State legislation enacted in 1986. LIPA was established to resolve the controversy over the Shoreham Nuclear Power Plant and to seek lower utility rates on Long Island.

LIPA was authorized under its enabling statute to acquire all or any part of the securities or assets of the Long Island Lighting Company (LILCO) on a negotiated or unilateral basis and to issue lower cost, tax-exempt debt to finance such acquisition. On May 29, 1987, LIPA became Long Island's new electric company. LIPA's acquisition of LILCO resulted in immediate rate reductions of 20.9% in Nassau County and 19.1% for Suffolk County. Residents of Nassau County received a one-time check of \$232 soon after the completion of the acquisition and Suffolk County residents received a check for \$101.

LIPA delivers electricity to nearly 1.1 million residential and commercial customers on Long Island, allows customers to choose an outside supplier in an increasingly deregulated market, and continues to implement new energy conservation and efficiency programs to benefit its customers. In addition to reducing electric rates by an average of 20%, LIPA introduced products and services to meet the energy needs of its residential and commercial/industrial customers. LIPA's Economic Development Programs have provided incentives to more than \$65 million of electric rate discounts to qualified new and/or expanded Long Island businesses.

*8) To manage the large influx of people following the turn of the last century, New York State created the Long Island State Parks Commission, which began a system of unified planning for all of Long Island (notable accomplishments include Jones Beach State Park and Bethpage State Park). What is the organizations' contemporary relevance?*

The Long Island State Park Commission (LISPC) was organized in 1924, along with the State Council of Parks, to provide park and parkway expansion. One of the three commissioners named in 1924 was Robert Moses, who served continuously until 1963. In 1980, the State of New York revamped this commission and organized a number of different park agencies in the state under the New York State Office of Parks, Recreation and Historic Preservation.

Today the New York State Office of Parks, Recreation and Historic Preservation is a key element in New York's tourism and economic development efforts. Its

varied facilities, programs and services have significant positive impact on the economy and the quality of life in the state.

There is an advisory board, the Long Island State Park and Recreation Commission, whose representatives are appointed by the governor to provide input regarding Long Island to the New York State Office of Parks, Recreation and Historic Preservation.

9) *Have there been any public referendums or voting initiatives which affect the residents in both counties?*

The County Executives of both counties continue to work together in bipartisan cooperation for the benefit of Long Island. According to the Manhasset Press, February 22, 2002, *New 'Era of Good Feeling' for Long Island*, the County Executives of Nassau and Suffolk Counties held a joint press conference on February 14, 2002. Newly installed Nassau County Executive Thomas Suozzi introduced Suffolk County Executive Robert Gaffney as "our friend from the East who made the first phone call I received after I was elected." Mr. Gaffney lauded "the improvement since January 8 in the cooperation of the county executive." Although Gaffney is a Republican and Suozzi a Democrat, both men referred to mutual regional concerns. "An inability to deal with them is detrimental to both of us," Gaffney said. "We may not be able to work together on every issue but we can on a lot of them." Both men stressed the fact that the two counties have a combined population of 2.6 million, "significant enough to get attention from New York State and the federal government." Suozzi said that the fact that he and Gaffney were from different political parties could be an asset. "The whole is bigger than the sum of its parts," he said.

The two leaders have a specific agenda on which they hope to work together. An urgent priority is that the New York State Legislature passes a bill on early retirement. This bill will enable senior, higher-paid county employees to retire and be replaced by entry level, lower-paid people.

A second area on which the two hope to work together is that of shared facilities. Suffolk County has a new state-of-the-art police academy while Nassau County spends \$250,000 a year to send trailers to its police academy, according to Suozzi. Suffolk needs a juvenile detention facility while Nassau has one. "The juvenile detention facility could use an update," Suozzi said. "With Suffolk's cooperation we could see both facilities improved." Both men are also working on the establishment of an emergency preparedness program for Long Island to address possible acts of terrorism in addition to a program to reimburse Long Island for patrols that county police do on New York State roads, such as the Long Island Expressway.

The County Executives continue to work cooperatively at the congressional level as well to promote the economic well being of Long Island. According to a press release, *"Schumer Plan Would Inject \$167 Million Into Long Island To Relieve*

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*Local Budget Woes*" dated March 3, 2002, both County Executives are working closely with US Senator Charles Schumer to promote a bipartisan aid bill that would send \$2.5 billion to New York State, with over \$167 million of those funds going to Long Island. The much needed funding would be used to stem the possibility of cuts in essential services and tax increases on Long Island.

## II. Major Trade Areas

10) *In your application you list several major employers that maintain locations throughout both counties. Is there any quantitative evidence that demonstrates that employers attract employees from throughout the area, not just from smaller locales around branch offices or sub-divisions?*

The geographic breakdown of employees for these companies is proprietary information. As the credit union does not maintain a relationship with these organizations, it cannot provide the specific data requested. However, Bethpage FCU does serve many of the largest companies on Long Island. Of its top 20 sponsor organizations by employee size, 50% maintain a location in Nassau County, with the additional 50% in Suffolk County. Of those who maintain a facility in Nassau County, 41% of their workforce resides in Nassau while 24% reside in Suffolk County. Those employers who maintain a facility in Suffolk County attract 57% of their employees from Suffolk County with an additional 20% from Nassau County. This illustrates the fact that residents travel throughout Long Island for work.

Data from the 2000 U.S. Census also underscores this fact. According to the U.S. Census *County-to-County Workplace County Flows*, 76.92% of Long Island residents work within Long Island. Nassau County residents that work within Nassau County are 58.05% with 8.03% traveling to Suffolk County for work. Suffolk County residents that work within Suffolk County are 73.36% with 13.56% traveling to Nassau County for work. The mean travel time to work for Nassau County residents is 34.3 minutes and for Suffolk County residents is 31.8 minutes. This would indicate that most residents in Nassau County travel approximately 31.4 miles to work and Suffolk County residents travel approximately 30 miles to work (assuming the travel speed of 55 miles per hour.)

11) *You discuss the presence of two major trade areas: Garden City and Riverhead. These facilities are almost 60 miles apart, in terms of driving distance. Are there any factors that link the two hubs, such as common management, common zoning requirements, or common planning?*

Common management, common zoning requirements and common planning are not indicative of community interaction for these two hubs. In fact, the emergence of two shopping hubs on Long Island is not a factor of geography but rather a

factor of consumer buying patterns. Consumers who are willing to pay retail prices shop at the Nassau Hub (consisting of Roosevelt Field and The Mall at the Source) while consumers who desire wholesale/discounted buying opportunities shop at Tanger Outlet Center in Suffolk County. Scarborough research provided in the credit union's application indicated that of the 20 million shoppers that visited Roosevelt Field Mall, 9 million originated from Nassau County and 2.3 million originated from Suffolk County. For Tanger Factory Outlets, 4.8 million of their 12 million shoppers came from Nassau County and 3.6 million came from Suffolk County. This provides significant evidence that these hubs are not defined by geographic location and that residents from both counties travel throughout Long Island for their shopping needs.

### III. Shared Facilities

*12) You discuss how the Long Island Regional Advisory Council on Higher Education is a consortium designed to promote cooperation among the 19 colleges and universities throughout Long Island. Members of this organization share a collective voice in interacting with community groups, businesses, school superintendents, legislators and the media. What are some specific activities of this organization?*

One of the main outcomes from this organization is a program which permits students who are registered at a participating institution to enroll in a course at one of the participating colleges in Nassau or Suffolk County that is not available on the student's own campus. Through the combined approval of both institutions, and subject to class size limitations and other regulations, students may gain admission to classes at the participating institution in the Long Island Regional Advisory Council on Higher Education without paying additional tuition.

Recently, the Long Island Regional Advisory Council on Higher Education, along with the Long Island Association and Long Island Work Coalition, held a conference for guidance counselors from both Nassau and Suffolk Counties. Each of the college presidents presented programs and career placement opportunities that are available at each of the institutions.

### IV. Local Community Organizations

*13) During 1991, you indicate the Long Island Association sponsored an Economic Summit. This organization also created an organization known as Project Long Island. What were the major conclusions of the Economic Summit that support the notion of common interests? Are there any specific ongoing activities of Project Long Island that involve representatives from throughout the area?*

In early 1994, the Long Island Association (LIA) assembled fifteen reports and studies by various commissions, boards, and task forces completed over the previous five years that probed the issues then facing the community. The recommendations from the fifteen reports were categorized by topic, and the status of each recommendation was updated. Those lists, organized into twelve subject matter categories became the starting point for Summit process.

A committee of eleven people representing a wide divergence of views throughout the community was organized to address each of the twelve categories, ranging from Agriculture and Fishing to World Trade. Each committee analyzed the lists of issues outstanding, added new issues to be addressed, and prepared a draft action plan for its area, which was then submitted to the public for comment. Town meetings were held to obtain additional public participation. When the comments had been reviewed, each committee agreed upon a final action plan. Collected, the committee's reports became the Long Island Action Plan, an expression of the nearly 250 regional issues facing it with recommendations for resolving those issues to the benefit of the community as a whole.

In 1999, the Long Island Association reviewed the status of the Long Island Action Plan they had devised five years earlier. An encouraging measure of how far this community has come in the last five years is that 81% of the items in the 1994 Long Island Action Plan either have been accomplished in their entirety or have been significantly advanced during that time. Below are some of the conclusions in each of the twelve categories. (A more detailed list of all the projects can be found in the support documentation.)

#### *Economic Development Summit Committee*

- The energy rate reduction program instituted by the Long Island lighting Company (LILCO) is a valuable complement to this program and should be continued. *Accomplished.* The Long Island Power Authority (LIPA) continues to provide significant rate reduction programs for economic development activities.
- Expand and strengthen the role of the Long Island Environmental-*Economic Roundtable* as a means for ensuring sustainable development. *Being accomplished.*
- Address the needs of regional business and industry for working capital; support creation of a state/county-guaranteed and revolving defense conversion/high technology/targeted development loan fund; support the Excelsior Link Deposit Program for reduced rate loans. *Accomplished - new funding in place.*

- Expand public and private sources of capital for start-up operations, e.g. expand the Corporation for Innovation Development program by \$5 million in paid-in capital; establish the Long Island Venture Fund and other sources of short- and long-term capital.  
*Accomplished.*
- Provide initial funding for Long Island Manufacturing Outreach Center.  
*Accomplished.*
- Develop school-business partnerships to promote technological literacy.  
*Accomplished by Long Island Works Coalition.*
- Encourage public agencies to transfer technologies to improve productivity and efficiency and help suppliers develop new markets. LILCO's R&D program offers an excellent model.  
*Accomplished.*
- Recruit start-up companies in high technology industries identified as strategic opportunities for Long Island.  
*Being accomplished.*
- Provide regional programs to assist entrepreneurs and start-up companies, including tenant companies of the Long Island High Technology Incubator.  
*Being accomplished.*

#### *Education Summit Committee*

- The business community must work cooperatively with the higher education community to foster incentives for Long Island students to attend Long Island colleges and universities; to sponsor job placement programs to find jobs for graduates on Long Island; to create a database of all faculty and student expertise to share professional information with the business community; to explore whether duplicative programs are offered, and to ensure that current program offerings meet the current and future needs of the business community.  
*Being accomplished.*
- The state legislature should be encouraged to provide a fairer share of aid to education for Long Island, keeping in mind regional cost differences.  
*Being accomplished. Regional cost factors included in building aid.*

### *Energy Summit Committee*

- Petroleum Business Tax: This tax places New York, and particularly Long Island, at a competitive disadvantage compared to other regions. It should be phased out over a three-year period. *Accomplished. Phase out enacted in 1996.*
- The Long Island Power Authority (LIPA) should commission a new study to investigate whether there are benefits to a LIPA takeover of LILCO. *Accomplished.*
- To assist local planning agencies in understanding energy use patterns and to assist utilities in their integrated resource planning efforts, the State Energy Office should provide energy use data collected as part of the state energy planning process on a regional basis within the state where such information is readily available. *Accomplished.*

### *Environment Summit Committee*

- Develop and implement an Island-wide, comprehensive environmental public education program. *Being accomplished. Partial educational programs accomplished. Still need K-12.*
- Set up competitive programs for Long Island firms and academic institutions to design and develop next generation of environmental monitoring systems for Long Island Sound. *Being accomplished. Improvement to monitoring Long Island Sound study. Firms and academic institutions not involved.*
- Test uses for new, creative and environmentally responsible strategies for irrigation, fertilization and pest control at golf courses. *Being accomplished. Have made a lot of progress and Suffolk County has comprehensive plan.*

### *East End Summit Committee*

- The Grape Price Law should exempt vinifera grapes, which are grown on Long Island. *Accomplished.*
- Farmers and other landowners must be guaranteed a fair and reasonable rate of return for the complete or partial taking of their property. *Being accomplished. Log time is less between appraisal and compensation.*



- Exempt state sales tax for fuel purchases at the pump by commercial fishermen. *Accomplished.*
- Defend Long Island fishing industry (recreational and commercial) against significant threats from sewers, foreign fishing interests, inappropriate dredging; *Being accomplished. Very slow growth for industry; recreational concerns.*
- Support study to create an education center at Suffolk Community College to consolidate educational and informational services. *Being accomplished. Study performed but little political support for the consolidation. New building for Cornell in Riverhead support Riverhead campus (new greenhouse).*

#### *New Items*

- Long Island Farm Market legislation - *accomplished. Passed by both houses of state legislature.*

#### *Health Summit Committee*

- Long Island should be designated as a distinct region for health care purposes including planning, community rating and health insurance, recognizing the regional goal of Nassau, Suffolk Health Systems Agency. *Accomplished.*
- Continue the LIA Health Committee as an evolving forum for health/business community interaction. *Accomplished.*
- Continue to support and develop the LIA Health Alliance. *Accomplished.*
- Continue to support the development of the health/biotechnology industry. *Being accomplished – by Project Long Island.*
- Support program development for health promotion and disease prevention for the business community with related applicability to reforming health education curricula in the public school systems. *Being accomplished.*

#### *Housing Summit Committee*

- Support a continued mobilization of the community to create a climate to make housing stock more affordable for the benefit of the entire Long

Island community.

*Being accomplished. Climate is getting better for ownership jobs, depending on the project. Avalon projects (rental) increasing the stock and are moderately priced. Multifamily attached units are becoming more appropriate, such as in Plainview.*

- Support a reemphasis of an increase in density where existing infrastructure is available, such as allowing affordable housing densities in areas already zoned commercial or multifamily.  
*Being accomplished. Zoning changes made in some towns but Long Island Builders Institute proposal to allow affordable housing in commercial areas not approved by any town.*
- Support the Long Island Housing Partnerships efforts because the Housing Partnership provides an excellent mechanism to bring together the efforts of the public and private sectors to address the affordable housing issue on Long Island. The Housing Partnership could also act as an effective advocacy group for affordable home ownership.  
*Being accomplished. Housing Partnership has been wholly or partially responsible for almost 2,000 units.*

#### *Small Business Summit Committee*

- Apply pressure for non-mandated health insurance for small businesses under provisions for health care.  
*Accomplished.*
- Lobby for laws that provide the same choices and coverage for the single entrepreneur that are provided for companies of more than two persons.  
*Accomplished – by Long Island Association Enterprise program.*
- Extend the New York State Excelsior Linked Deposit Program.  
*Accomplished with Suffolk County and Nassau County programs created.*

### *Tax & Government Summit Committee*

- Property Assessment  
Property tax assessment varies from town to town in Suffolk County. Require countywide property tax assessment in Suffolk and redress the property assessment disparities in Nassau. Villages should give up independent assessing function and utilize county assessment roles.  
*Accomplished.*
- Civilians and officers on medically restricted duty must be used for all non-police functions: PAL, DARE, clerical, photography, fingerprinting, crossing guard, maintenance, and dispatching and administrative functions.  
Some implementation in Suffolk County and being studied in Nassau County. *Being Accomplished.*

### *Transportation Summit Committee*

- Provide for long-term design, planting and maintenance along roadways to improve aesthetics, reduce noise and increase safety. Expand the Adopt-a-Highway program to encourage private support for the clean up of litter along roadways.  
*Being Accomplished.*
- Support the full completion and utilization of The National Aviation and Transportation Center as the transportation resource for Long Island concerning state-of-the-art technologies, applied research, and technology transfer, that can assist in demonstrating and solving transportation related problems. Identify mechanisms to increase funding to enhance Long Island's transportation system, including increased state support in the development/advancement of state-of-the art technologies and research projects to improve highway design, systems and efficiency, including alternative roadway materials and construction methods that will extend the life cycle of the transportation infrastructure.  
*Accomplished.*
- Encourage development of Long Island Regional Master Plan for signage on limited access highways and arterials to assist motorists, educate drivers, improve safety, increase aesthetics and promote tourism, including signs for speed, courtesy (keep to the right except to pass), safety (no trucks in left lane), cross-streets, other information (e.g., park-and-ride logos), major community facilities and directions/destinations.  
*Being Accomplished.*

- Develop a long-range transportation plan for Long Island using the National Aviation and Transportation Center as the technical resource to achieve this goal. Such a plan would be a projection of solutions and recommendations with a 20-year look into the future.  
*Being Accomplished.*

#### *World Trade Summit Committee*

- Expand Long Island involvement in international commerce. *Being Accomplished. This must be a continuing process. Achieving this goal requires a long-term cooperative effort among government agencies (State, Federal and Local), trade associations, businesses and educators. A number of elements of this long-term program are underway.*
- Promote Long Island as an excellent location from which to conduct international commerce. *Being accomplished. Globus 98, a major international conference held on Long Island in June 1998 provided a launching platform for this effort and resulted in increased Federal attention to the regions needs in international commerce. Much more effort is required to promote Long Island nationally and globally.*
- Promote Long Island more vigorously in key market areas (international and domestic). *Being accomplished by both counties and the LICVB. More must be done.*

Long Island's economy has experienced considerable change during the 1990s. Emerging from the battering of a severe recession, facing the loss of much of the aerospace industry upon which it had depended for decades, Long Islanders decided to do something about their economic future, not simply wait for something to happen. The result was Project Long Island.

Project Long Island, by its nature, is a collaborative effort involving many people and institutions within the community. In 1996, the Project spawned over 30 separate initiatives. Members of Long Island's business, educational, civic, and governmental communities are pursuing all of these initiatives on a voluntary basis with the Long Island Association's Office of Economic Development acting in a coordination capacity. It requires the slow and steady transformation of the way people in this region have worked together, and even related to each other, in order to succeed.

Below are just a few of the numerous ongoing activities of Project Long Island that involve representatives from throughout the area. (A more detailed list of all the projects can be found in the support documentation.)

- Project Long Island is pursuing an effective alternative for several high technology companies who have indicated that they have experienced

difficulties in obtaining funding from mainstream lending institutions. The main issue was the lack of a central clearinghouse that can ensure that all Long Island businesses that need, and are qualified for funding, find the appropriate funding source. The process of finding funding often is haphazard, when it need not be.

Project Long Island is preparing the creation of a centralized clearinghouse to act as an intermediary between businesses in need and lending sources. While the clearinghouse will not add to the amount of funds available for lending to Long Island companies, it will facilitate the lending of funds already available, and that will serve substantially the same purpose.

- The Long Island Linked Deposit Program will provide an additional source of funding for smaller businesses. Establishing the program required the enactment of local laws in both Nassau and Suffolk counties. The Suffolk County Legislature was the first to pass the necessary legislation; Nassau County Legislature is expected to act on the legislation necessary to implement the program in the near future.
- The New Venture Assistance Program is a series of programs intended to assist emerging and entrepreneurial companies on Long Island. According to many business people in high technology industries, bankers, accountants, and lawyers with whom they have to deal with for mainstream funding have difficulty understanding the complex and arcane science often involved in today's high technology. Their lack of understanding too often can be translated into an unnecessary denial of a business loan application. To help remedy that situation, Project Long Island established a program to educate mainstream lenders about the science they will be confronting in business loan situations on Long Island.

Several Project Long Island initiatives are intended to acquaint Long Island community's younger generation with the realities of high technology industries here at home.

- In 1997, 20 Long Island educators spent three days visiting Project Long Island-related businesses. The program, referred to as an Externship, was sponsored by the Long Island Association and the Long Island School-to-Career Partnership. The educators had an opportunity to gain an understanding of the practical tools needed to prepare students for high-tech, high skill jobs. They viewed first hand what companies want from their employees and the skills needed to reach performance goals.

These 20 educators became knowledgeable advocates for career opportunities in high technology industries and have committed to sharing that knowledge with educators around Long Island.

- Project Long Island also has set out to establish a "guaranteed" internship program. The idea is that any college student (and eventually any high school student) seeking a summer internship at a high technology company would be able to find one. Project Long Island has been coordinating its efforts with Real World Internships, a fledgling Long Island-based company that is bringing together local companies in the Computer Software and Graphic Communications industries with Long Island college students.
- Another initiative designed to better inform Long Island students about the opportunities in local high tech industries would establish a regularized educational process for technology teachers, guidance counselors, and others to teach them the realities of life in those industries. The connections made between educators and companies throughout the region during that educational process lead to additional means by which the business and educational communities can successfully interact. The "High Tech Teachers and Guidance Counselors" program is currently being organized by a broad-based committee of educators and business people. Members of the committee are from: Riverhead High School; L.I. High Technology Incubator; Bellmore-Merrick CHSD; Sachem CTA; Northport-East Northport UFSD; Lawrence Teachers Association; Syosset Teachers Association; Western Suffolk BOCES; Riverhead CFA; N.Y.S. United Teachers (Suffolk); Connetquot Central School/High School; Eastport High School; Nassau BOCES; N.Y.S. United Teachers (Nassau); Brentwood Teachers Association; Westbury Public Schools; North Shore Schools, Glen Head; Eastern Suffolk BOCES; Western Suffolk BOCES FA; Wantagh School District; Bethpage Congress of Teachers; Baldwin School District; Syosset Teachers Association; Sachem CSD; Brookhaven National Laboratory; and Westhampton UFSD.

The Long Island Association continues to be a force for change on Long Island today. Many of the strategic committees that were developed in the 1990s continue to exist today. 2003 strategic committees include Arts & Culture, East End Affairs, Education, Environment & Energy, Health, Tax Policy, Transportation, World Trade, Workforce Development and Housing. The 2003 goals for each of these subcommittees is listed below:

#### *Strategic Committee on Arts and Culture*

- Creation of a permanent committee of representatives of cultural and arts-related organizations that meets regularly to develop and implement a regional plan for the promotion of cultural affairs programs;
- Creation of a marketing program to promote culture and the arts on Long Island;

- Completion of a study to determine the economic benefits of the cultural/arts programs on Long Island;
- Enact legislation to ensure the continuation of current levels of state and federal funding for K-12 arts programs on Long Island.

#### *Strategic Committee On East End Affairs*

- Develop and implement a designed plan to preserve 80% of the existing farmland and open space through the use of purchase agreements and overlay districts which would allow farmers to be part of the program, but allow them to delay the actual receipt of payments until necessary;
- Develop and implement a plan for the construction of new workforce housing through the use of community land trusts and other initiatives;
- Provide for the expansion of non-highway transportation initiatives including the expansion of LIRR service to and from the east end, including MacArthur Airport; additional aviation services at the general aviation airports; and additional waterway services on both the north and south forks;
- Support the recommendations of the Peconic Estuary program;
- Develop and implement a multi-level plan for the expansion of the health delivery system to make it more accessible to east end residents.

Predominant  
Outside  
Area

#### *Strategic Committee on Education*

- Enact legislation to ensure that adequate state aid is delivered to all school districts on Long Island including the use of a regional cost factor for all aid categories;
- Enact legislation to increase the state's commitment to the independent sector of higher education through the restoration of Bundy aid levels and the Tuition Assistance Program;
- Support the creation of Business Advisory Councils in each school district on Long Island to facilitate the development of school/business partnerships to allow students to prepare for the business world;
- Enact legislation to provide for an increase in funding for economic development programs for the state university system and private institutions on Long Island, including CAT centers, high technology and biotechnology research opportunities;

- Enact legislation for additional state incentives for career development and training for teachers.

#### *Strategic Committee on the Environment & Energy*

- Enact state Brownfield legislation to provide for continuing efforts to recycle previously used, often degraded and abandoned commercial and industrial sites, which must include clean-up standards that are based on the future use of the property;
- Enact state legislation providing for an expedited and one-stop permitting process for power generating facilities;
- Enact re-authorization of the state superfund legislation;
- Develop a long-term plan for electric power on Long Island, which will include the development of a reliable, environmentally sound, and economical supply of power, including the construction of additional power sources on Long Island;
- Convince appropriate federal agencies to overturn the actions of the state of Connecticut, thwarting the construction and activation of electric and gas interconnections between Long Island and Connecticut.

#### *Strategic Committee on Health*

- Enact state and federal legislation to facilitate the development of sub-acute care as a level of care in nursing facilities, hospitals and other settings;
- Enact federal legislation to set adequate and equitable Medicare reimbursement rates for managed care participants in Nassau and Suffolk Counties;
- Enact state and federal legislation to provide incentives that will attract workers into the fields of nursing, pharmacy, respiratory therapy, and medical imaging;
- Enact state and federal legislation to prohibit the imposition of new mandates on health insurance providers and hospitals without a complete analysis of the financial implications and public health benefits;



### *Strategic Committee on World Trade*

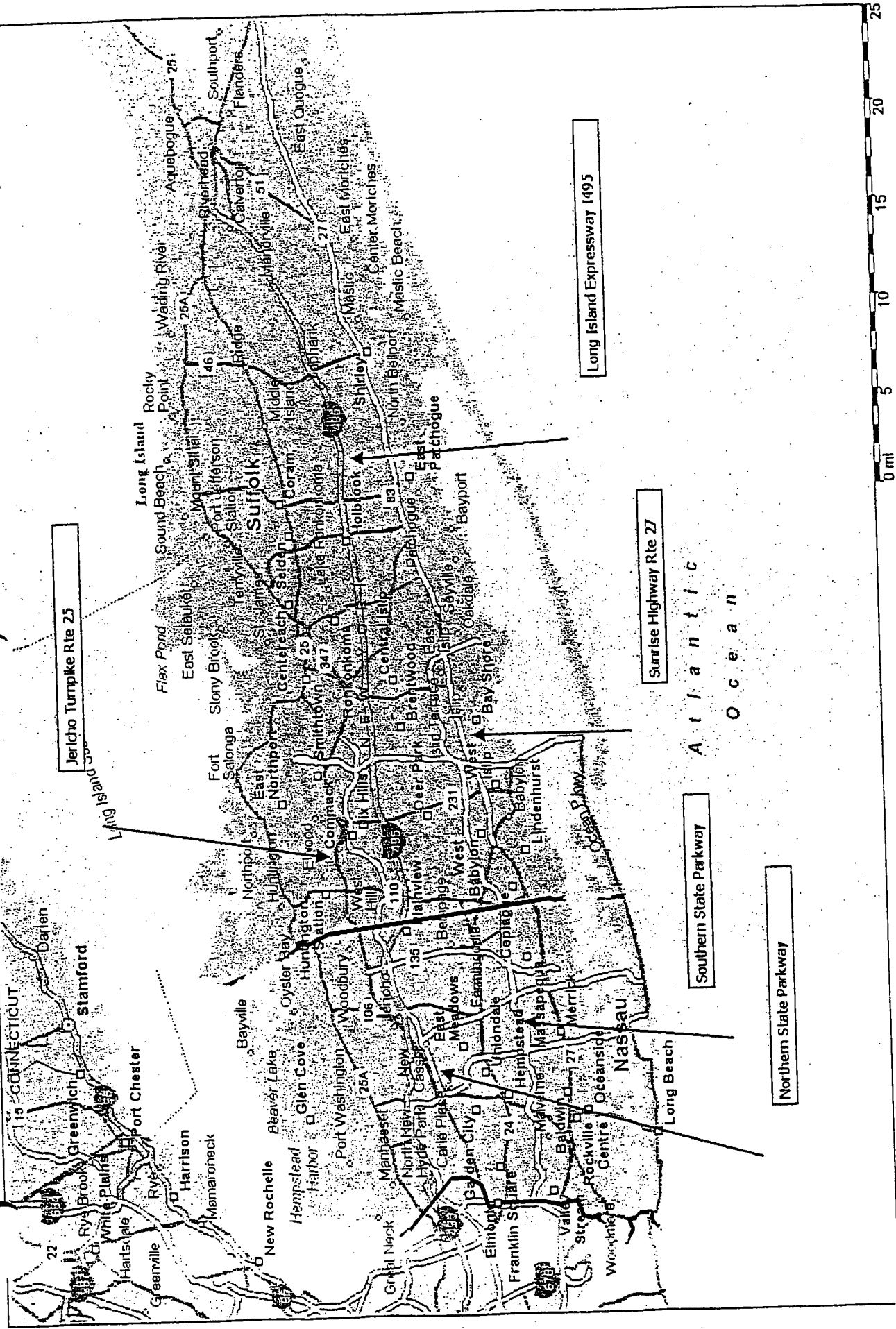
- Develop a program to attract foreign students to Long Island colleges and universities.
- Develop a comprehensive program to attract direct investment by foreign investors in Long Island companies.
- Develop a program to offer affordable "ISO" training and registration for small manufacturers.
- Develop a program to promote and protect Long Island's critical technologies abroad.
- Develop and implement a program to assist small manufacturers to conduct business in China.

### *Strategic Committee on Workforce Development & Housing*

- Enact legislation to provide specific incentives for developers and municipalities to develop workforce housing, especially in downtown areas.
- Enact legislation to increase the number of empire zones in New York State and to support the approval of such a zone in Nassau County.
- Enact legislation to offer incentives to school districts to create and maintain school/business advisory boards to ensure the connection to the local business needs, especially as it relates to technical training.
- Enact legislation to enhance awareness of mass transit commuting programs and to increase the maximum levels for Transit Check to \$750 per individual.
- Enact legislation to increase funding and incentives for the retraining of dislocated and seasoned workers and to promote the marketing efforts of the Long Island Partnership.

Bethpage Federal Credit Union's President and Chief Executive Officer Kirk Kordeleski is a Board Member the Long Island Association and serves on the Committee on Workforce Development & Housing.

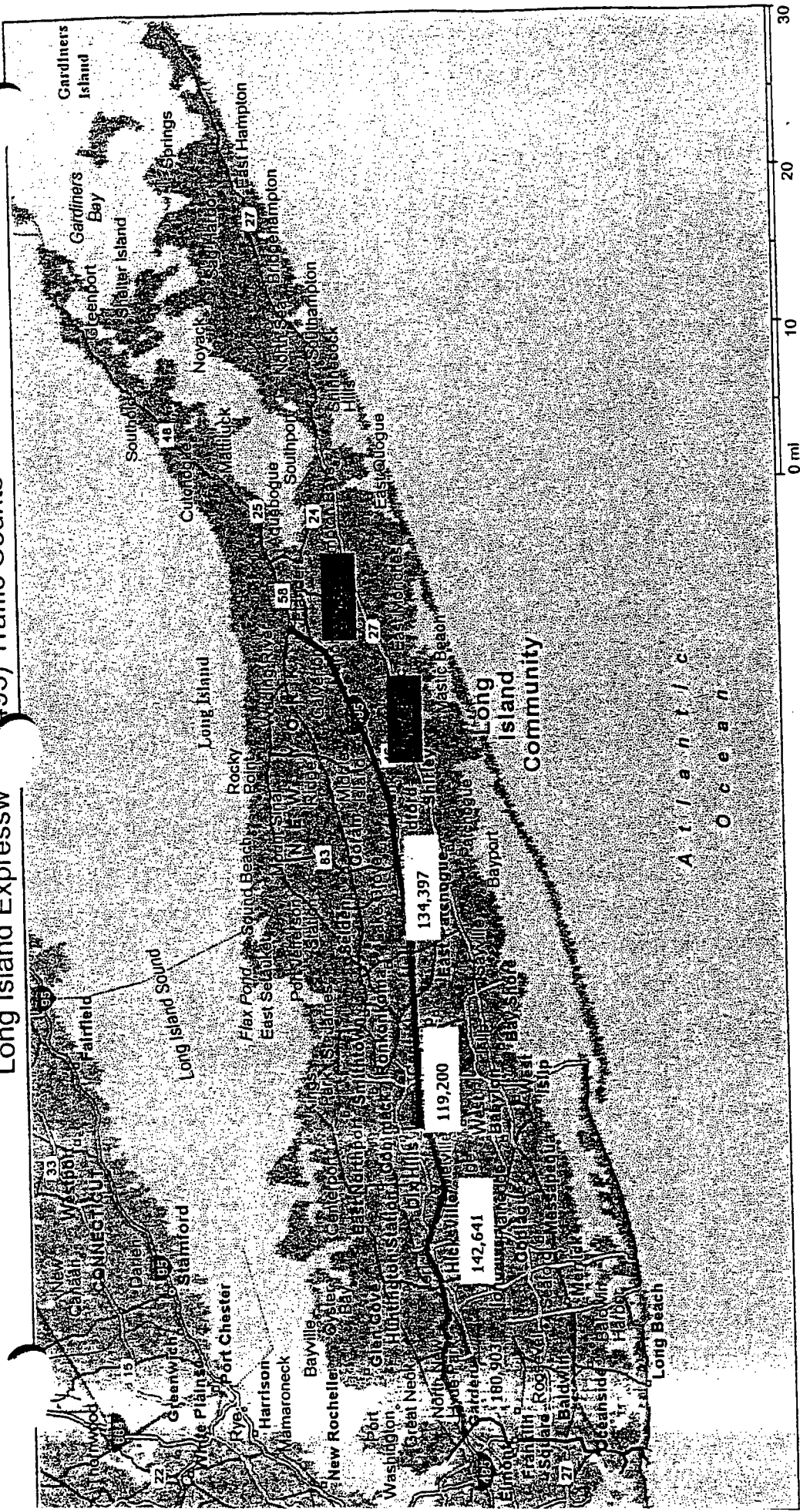
# Bethpage Federal Cr Union - Major Roads



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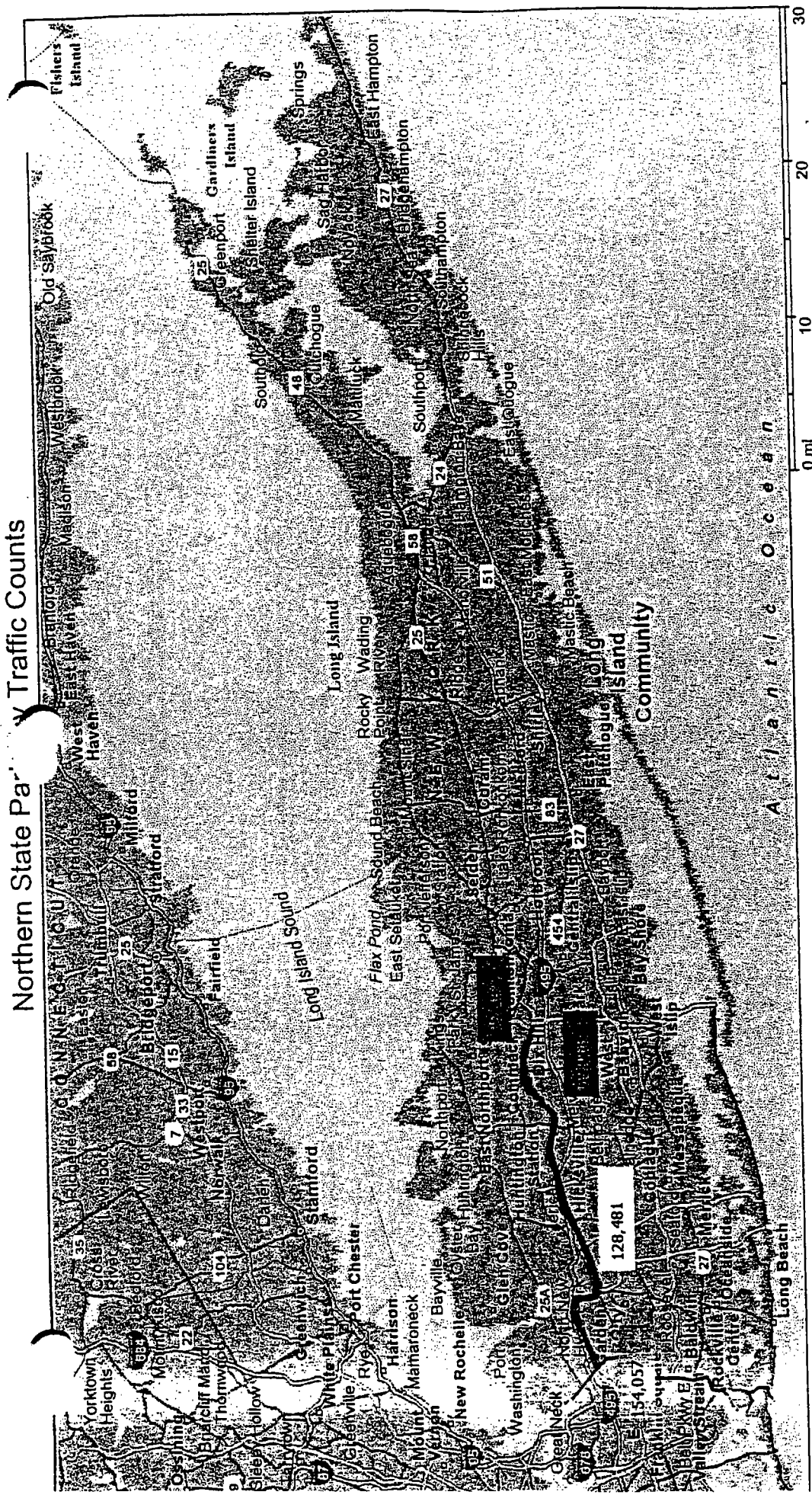
# Long Island Express

# 495) Traffic Counts



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# Northern State Parkway Traffic Counts



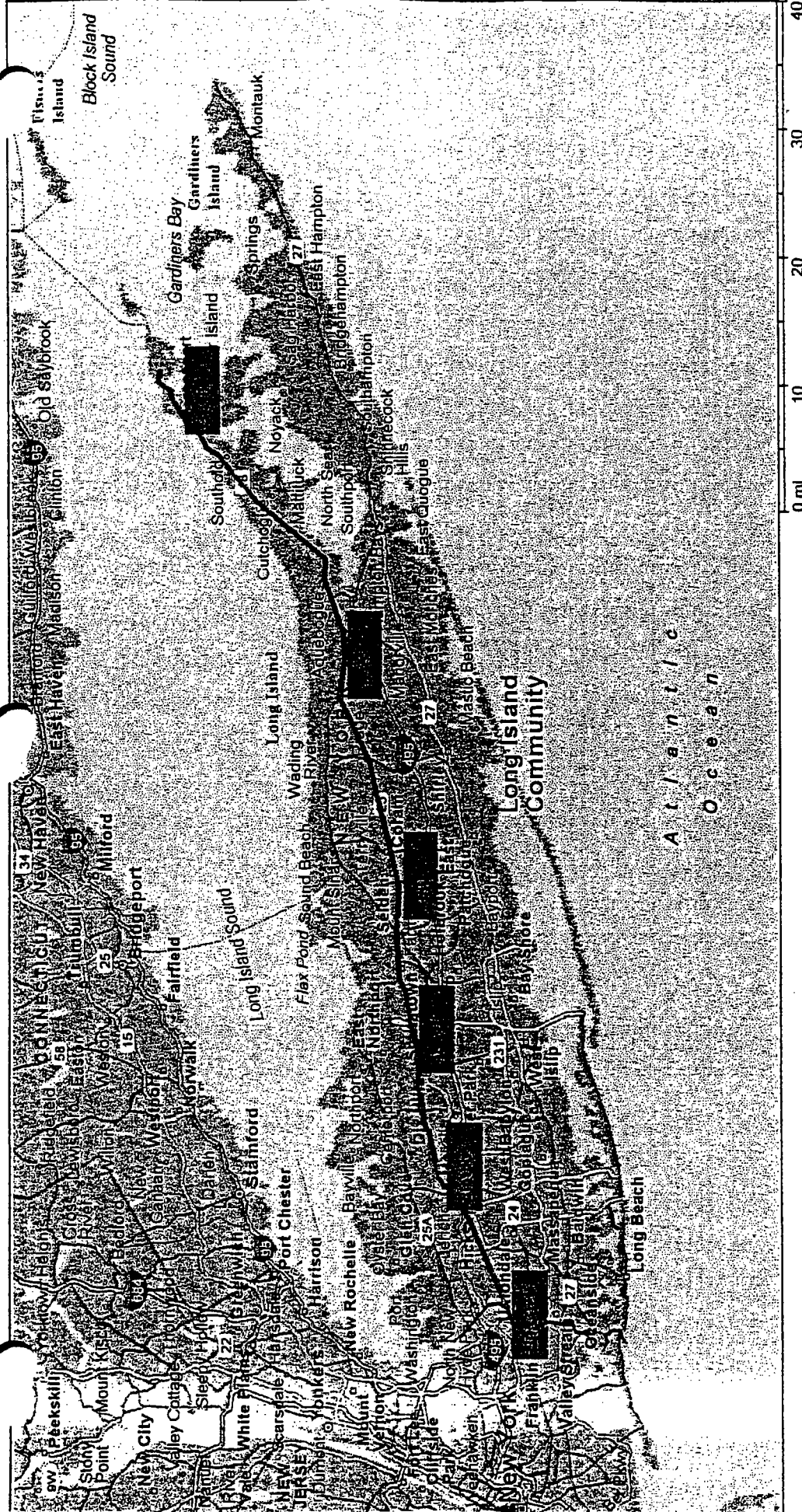
# Southern State Parkway Traffic Counts



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# SR-25 Tr Counts



Metropolitan Transportation Authority

# MTA Long Island Rail Road

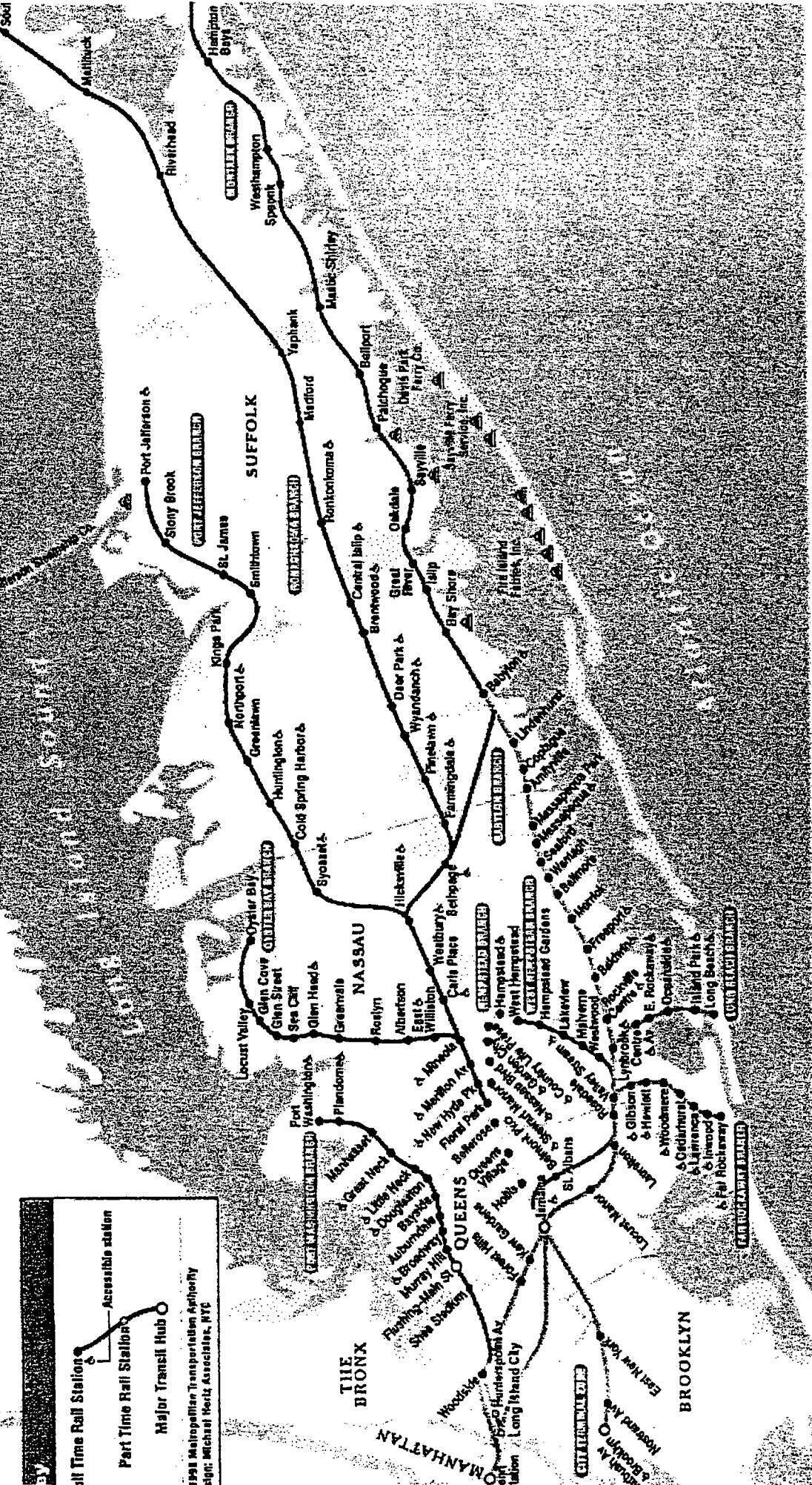
**Full Time Rail Stations** (indicated by a solid circle)

**Part Time Rail Station** (indicated by a circle with a horizontal line through it)

**Major Transit Hub** (indicated by a circle with a central dot)

**Accessible station** (indicated by a circle with a diagonal slash)

1998 Metropolitan Transportation Authority  
 sign: Michael Hunt Associates, NYC







**THE LONG ISLAND REGION**

## INTRODUCTION

Nassau and Suffolk Counties is comprised of 1,198 square miles, 2.8 million people, 97 villages, 13 towns, 2 cities, and 127 school districts. Long Island operates as a region and has a strong regional identity. The two counties are integrally connected by geography, governmental structures, demographics, economic activity, media, civic organizations, educational institutions, tourism/entertainment/leisure activity, and health services.

Long Island as a geographic and geologic entity has been identified and recognized for more than three centuries. Its recognition as a collection of integrated and inter-related human settlements that in the aggregate constitute a self-contained unitary region is a phenomena of the twentieth century, and more specifically of the second half of the century post World War II.

An examination of historic census data from 1940 to the year 2000 clearly demonstrates the transformation of Suffolk County as a rural area with a small population base that was in isolation from the New York Metropolitan Region, (including relationships with Nassau County) into the most populated County in the State of New York, with all the attributes of diversity – economic, social, cultural, governmental and demographic that can be found in major cities and metropolitan areas. Comparison with states and major cities shows that with 1.42 million population, Suffolk would rank third of the more than 3,044 counties in the United States, to Los Angeles and Cook County and exceed the population of 12 states in the nation.<sup>1</sup>

A similar review of Nassau County, long considered a “bedroom community of New York City prior to World War II, is today a fully developed urban county with a population of 1.3 million persons. As the two counties have matured over the past half century, the linkages between the two counties have transformed the area into a clearly defined separate Long Island Region. Nassau County would rank fourth.

Table 1 lists the population counts from the decennial censuses from 1940 to 2000 for Nassau and Suffolk Counties.

| <u>Census Year</u> | <u>Nassau County</u> | <u>Suffolk County</u> |
|--------------------|----------------------|-----------------------|
| 1940               | 406,748              | 197,355               |
| 1950               | 672,765              | 276,129               |
| 1960               | 1,300,171            | 666,784               |
| 1970               | 1,428,838            | 1,127,030             |
| 1980               | 1,321,582            | 1,284,231             |
| 1990               | 1,287,348            | 1,322,535             |
| 2000               | 1,334,544            | 1,419,369             |
|                    | Total Nassau-Suffolk | 2,753,913             |

Source: U.S. Bureau of the Census; Long Island Regional Planning Board

<sup>1</sup>In this calculation the central city population was subtracted from the total population of those city/county combinations, so that Suffolk County would be measured against counties.

The Long Island combined population in excess of 2.7 million persons is greater than that of 19 states, and has a larger populace than all the cities of the United States, other than New York City, Los Angeles, and Chicago. The contrast with counties places Long Island second to Los Angeles County. Table 2 lists the contrasts.

Table 2  
Long Island Ranking in Contrast  
to Major Cities and Counties in the United States  
2000

| <u>City or Region</u> | <u>Population</u> | <u>Ranking*</u> |             |               |
|-----------------------|-------------------|-----------------|-------------|---------------|
|                       |                   | <u>Overall</u>  | <u>City</u> | <u>County</u> |
| New York City         | 8,008,278         | 2               | 1           |               |
| Los Angeles City      | 3,694,820         | 4               | 2           |               |
| Los Angeles County    | 9,519,338         | 1               |             | 1             |
| Chicago City          | 2,896,016         | 5               | 3           |               |
| Cook County           | 5,376,741         | 3               |             | 3             |
| Long Island Region    | 2,753,913         | 6               | 4           | 2             |

\*The Long Island Region ranks sixth in the Nation when contrasted with major cities and/or combined city/county jurisdictions. It ranks fourth when contrasted with the most populous cities. Long Island ranked second only to Los Angeles County.

This report clearly documents in the following pages the existence of a well defined Long Island Region.

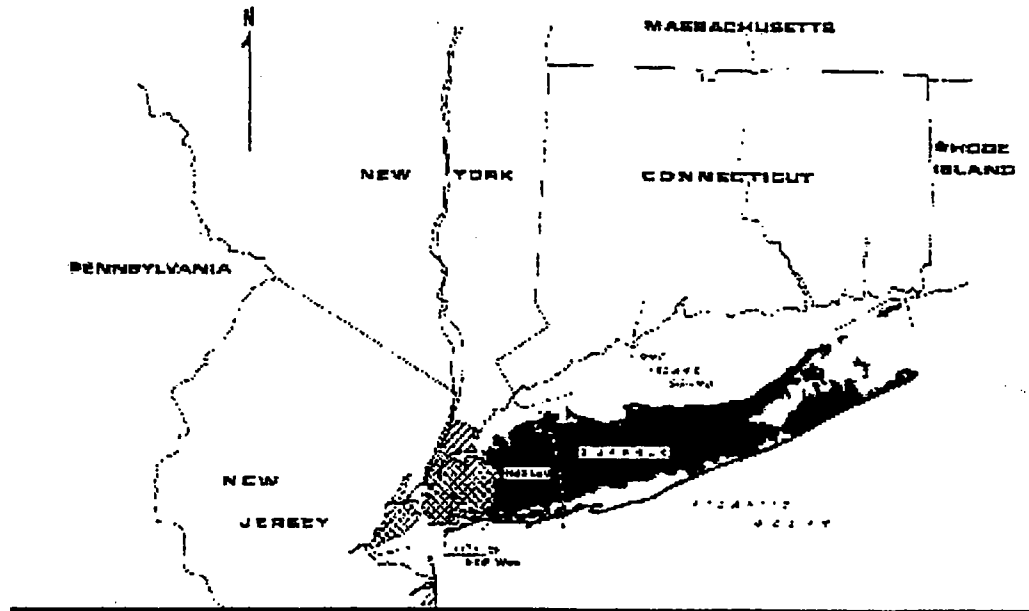
Regional Geography – Geographically, Long Island is the largest island adjoining the continental United States, extending approximately 118 miles east-northeast from the mouth of the Hudson River. It is separated from the mainland on the north by the Long Island Sound and bounded by the Atlantic Ocean on the South and east. Twenty miles at its widest point, Long Island is composed of low plateaus on the north, longitudinal ridges of glacial moraine through the central parts of the island, and sloping plains to the south. Peconic and Gardiners Bays separate the eastern end of the island into two peninsular forks. The north fork is approximately 28 miles long, the southern - terminating at Montauk Point - is about 44 miles in length. In the bays between are Shelter Island and Gardiners Island.<sup>2</sup>

Figure 1 depicts the Long Island location in the New York, New Jersey, New England, Pennsylvania northeast segment of the United States.

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<sup>2</sup>Long Island Population Survey 1999, Long Island Power Authority, p.iii

Figure 1  
Long Island Regional  
Location



Regional Government – The Idea that the destinations of Nassau and Suffolk counties are inextricably tied to each other manifested itself governmentally with the creation of the Long Island Regional Planning Board in 1965 (originally called the “Bi-County Regional Planning Board”). Pursuant to article 12-B of the General Municipal Law, the regional planning board was formed by mutual consent of the two counties, with each County Executive appointing three members. The regional board quickly became a clearinghouse for data collection at all governmental levels, as well as the lead agency for state and federal grants coming to the region.

The realization that Nassau and Suffolk Counties constituted a region was not a new concept at the time. Six years earlier Senator Jack E. Bronston introduced a bill in the New York State Assembly which called for the creation of a joint committee to study the establishment of a Long Island Regional Agency which would recommend legislation affecting “transit, traffic, parking, etc., of mutual concern to the Long Island Region.” It would also set up a regional center of culture, industry and entertainment to serve all Long Island.

Bronston declared that “the geography, history and background ..... of Nassau and Suffolk Counties are similar in all aspects.”<sup>3</sup>

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<sup>3</sup>Long Island Press, January 13, 1959

Since its creation 37 years ago, the regional board has carried out its mandate to identify, investigate and propose immediate and long-term solutions for problems of regional concern, including the creation of a comprehensive regional master plan. In so doing, it has worked cooperatively with numerous federal, state and local and interstate agencies. The Board has provided expertise in such diverse fields as the local economy, demography, housing, coastal zone management, school district consolidation, criminal justice, groundwater protection, and solid waste management. It is especially known for its landmark Section 208 Long Island Comprehensive Waste Treatment Management Plan, the Long Island Segment of the National Urban Runoff Plan, the Nonpoint Source Management Handbook, the Financing Government on Long Island Report, and the Long Island Comprehensive Plan Through 2020.

The recognition of Long Island as a distinct region was supported by official actions of both the Federal government and also by the State of New York.

Federal Actions – In addition to funding support to the Long Island Regional Planning Board to undertake studies and programs from the Departments of Housing and Urban Development (HUD), Department of Commerce (DEC), Department of Defense (DOD), Federal Emergency Management Agency (FEMA:), United States Geodetic Survey (USGS), and the Environmental Protection Agency (EPA), even more direct designations for regional recognition and control were issued from Washington.

The federal government has acknowledged the saliency of treating Long Island as a distinct region in a number of ways. Since 1971, the United States Census Bureau has designated the region as a Standard Metropolitan Statistical Area (later changed to Primary Metropolitan Statistical Area - PMSA), separate and distinct from New York City.

In 1978, in an attempt to ensure cooperation with state and local governments on federal projects and programs, the federal Office of Management and Budget designated the Long Island Regional Planning Board the official clearinghouse for "A-95" review, a decision that reflects Long Island's unique combination of the factors of PMSA status, its possession of a comprehensive planning agency, the existence of a governmentally adopted comprehensive master plan and a population of over 2 million. Since this designation, the regional board has reviewed all federally assisted programs prior to final federal grant application.

The Census Bureau will soon start treating the New York metropolitan area as a "combined statistical area." But since Long Island is the largest part of the metropolitan area, with more than 2.8 million people, it will be treated as a separate "metropolitan division" of the combined statistical area.

In 1980, the Nassau-Suffolk region became the first suburban area to be designated as a United States Economic Development District.

A further proof of regional status from the Federal government is that Long Island is allowed

to deal directly with the various units of the government without subordination to the State of New York.

State of New York Actions -- New York State too has long considered Long Island a region for governing purposes. In fact, the state has designated one location - Hauppauge, New York - to house all of the state offices serving the Nassau-Suffolk region.

The state considers the Nassau-Suffolk region a single local Labor Market Area for the collection of civilian labor force data, and has sponsored the efforts of the Long Island Forum for Technology as a Regional Technology Development Center (see below).

The New York State Department of Transportation also considers Long Island one of the state's 11 transportation regions (Region 10). In 1924 master builder Robert Moses founded the Long Island State Park Commission and began building Long Island's parkway system, tying Nassau and Suffolk counties to each other and to points west. Ultimately, these efforts would result in the Southern State Parkway, extending from the Nassau/New York City line in the west to Great River in the east, and the Northern State Parkway, extending from the Nassau/New York City line to the west and to Hauppauge in the east. The state maintains these two limited access highways as well as the Long Island Expressway, which extends from New York City in the west to Riverhead in the east. Originally named the Central Motor Expressway, it was initiated in 1953 and was completed with its terminus in Riverhead in 1972. These major arterial roads were significant in unifying the Long Island Region.

As early as 1934, the Long Island Rail Road became only the third chartered railroad in the country, with service to Hicksville. The LIRR is now under the umbrella of the Metropolitan Transportation Authority, and is the most heavily used commuter railroad line in the nation.

Regional Demographics -- Long Island is a true urban region, with as much or more diversity than most of the Nation's largest cities. Persons aged 65 and over are the most rapidly growing segment of the region's population, comprising 13.4 percent of the total in 2000, up from 12.4 percent in 1990, and Long Island continues to become more racially diverse. Currently, whites make up around 81 percent of the population, while Blacks make up 8 percent, Hispanics 8 percent, Asians 4 percent, and Native Americans 1 percent. But between 1990 and 1998, the non-Hispanic white population declined by 2 percent while the Black population rose 16 percent, the Hispanic total increased by 29 percent, and the Asian total grew by 54 percent. By the year 2020 Long Island is projected to be 59 percent White, 17 percent Hispanic, 15 percent Asian, and 9 percent Black. In 1999, the Nassau-Suffolk metropolitan area was the sixteenth most population metropolitan area in the nation and had more residents than 19 U.S. states.

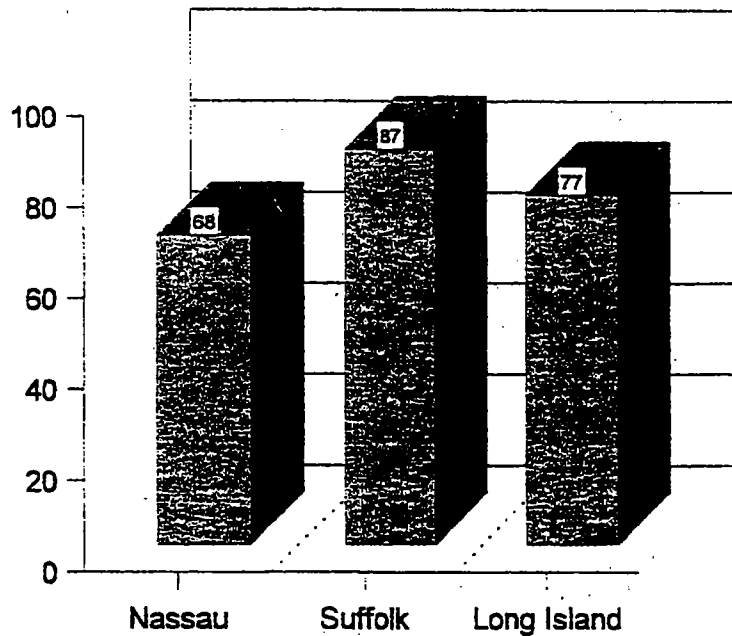
Regional Economics -- One of the most cogent aspects of defining a region is whether or not it has an apparent and real economy that is discrete from other adjacent or nearby economic areas. The following pages provide ample evidence that a Long Island regional economy exists - but of even greater relevance and importance is that it is one of the strongest economies in the nation as defined

by size of employed labor force, value of family disposable income, exportable taxes to New York State and the Federal government.

In the year 2000, more than 1.2 million persons were employed in non-agricultural jobs on Long Island which has proven itself to be one of the most robust economic regions.

Because of the increase in local job opportunities in recent decades, 992,227 residents, or 77 percent of the Nassau-Suffolk civilian labor force, now work on Long Island. In Suffolk County 582,766 residents, or 87 percent of the civilian labor force, work on Long Island. Moreover, companies in both Nassau and Suffolk draw heavily from the combined labor pool of both counties. Almost 50,000 residents of Nassau County now commute to jobs in Suffolk County on a daily basis, while almost 91,000 Suffolk residents work in Nassau County. Together, 141,000 Long Island residents cross county lines to get to work every day. Most of these local employees travel to the region's largest employment centers, including Garden City, Melville, Hauppauge, and Farmingdale, which each contain more than 30,000 jobs. Garden City alone has 68,000 jobs. Long Island contains forty-one communities which each contain more than 10,000 jobs. See Appendix, page 19

**Figure 2**  
**Percent of Resident Work Force Working on Long Island**  
**2000**



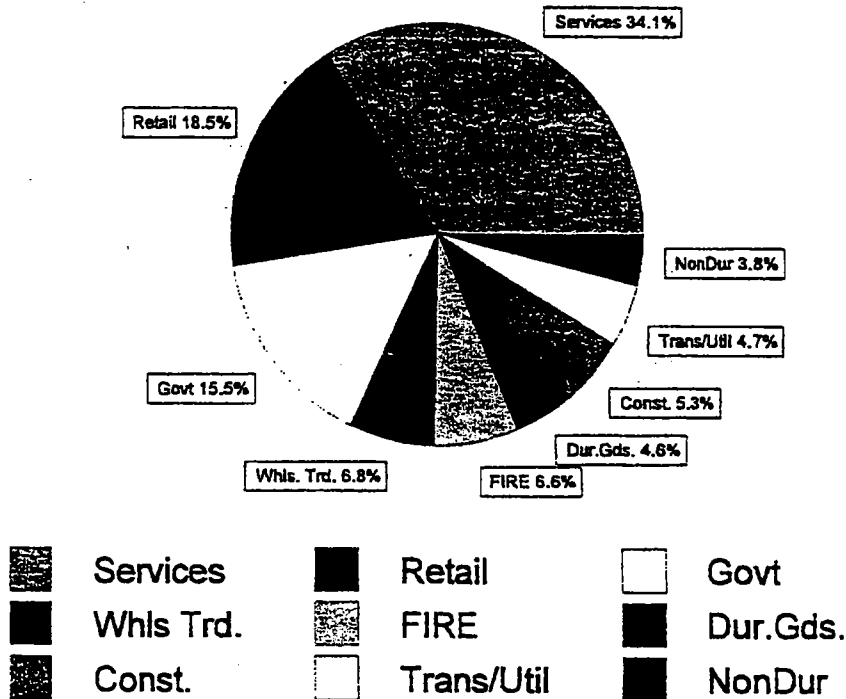
Source: - U.S. Bureau of the Census, Long Island Regional Planning Board



The employment base on Long Island has become more diversified in the past several years, making Long Island somewhat independent of the rest of the nation and state economically. There were 87,065 business establishments with payroll in 1997 in Nassau-Suffolk. Nearly two-thirds of Long Island businesses employ fewer than five persons (55,371), and fully 80 percent of businesses employ fewer than 10 persons (69,698). In 1999, 33 private employers each had more than 2,000 workers on Long Island. These employers cover a wide range of industries, including medical care, banks, educational institutions, department stores, and manufacturers.

Figure 3 depicts the employment breakdown.

**Figure 3**  
**Employment in Nonagricultural Establishments**  
**Nassau-Suffolk Percentage of Total Employment**  
**September 2002**



Source: Long Island Regional Planning Board

Tables 3 and 4 lists the number of businesses by employment size and the number of class for the years 1998, 1999, and 2000.

Table 3  
Number of Businesses by Employment-Size Class  
2000

| <u>Employees</u> | <u>Nassau</u> |              | <u>Suffolk</u> |              | <u>Region</u> |              |
|------------------|---------------|--------------|----------------|--------------|---------------|--------------|
|                  | <u>Firms</u>  | <u>%</u>     | <u>Firms</u>   | <u>%</u>     | <u>Firms</u>  | <u>%</u>     |
| 1-4              | 30,057        | 63.7         | 26,897         | 61.9         | 56,954        | 62.8         |
| 5-9              | 7,564         | 16.0         | 7,261          | 16.7         | 14,825        | 16.4         |
| 10-19            | 4,638         | 8.8          | 4,612          | 10.6         | 9,250         | 10.2         |
| 20-49            | 3,049         | 6.6          | 2,969          | 6.8          | 6,063         | 6.7          |
| 50-99            | 1,059         | 2.2          | 960            | 2.2          | 2,019         | 2.2          |
| 100-249          | 556           | 1.2          | 571            | 1.3          | 1,127         | 1.2          |
| 250-499          | 154           | 0.3          | 123            | 0.3          | 277           | 0.3          |
| 500-999          | 43            | 0.1          | 45             | 0.1          | 88            | 0.1          |
| 1,000 or more    | 36            | 0.1          | 27             | 0.1          | 63            | 0.1          |
| <b>Total</b>     | <b>47,201</b> | <b>100.0</b> | <b>43,465</b>  | <b>100.0</b> | <b>90,666</b> | <b>100.1</b> |

Source: U.S. Bureau of the Census: "County Business Patterns"

Table 4  
Number of Business Establishments  
1998, 1999, 2000

| <u>Nassau-Suffolk</u>   | <u>1998</u>   | <u>1999</u>   | <u>2000</u>   |
|---|---------------|---------------|---------------|
| Forestry, Fishing, Hunting, and Agriculture                   | 113           | 128           | 118           |
| Mining  | 29            | 25            | 25            |
| Utilities   | 60            | 72            | 74            |
| Construction  | 9,348         | 9,540         | 9,900         |
| Manufacturing   | 4,192         | 4,140         | 4,056         |
| Wholesale Trade   | 7,446         | 7,302         | 7,288         |
| Retail Trade  | 13,109        | 13,229        | 13,459        |
| Transportation and Warehousing                                | 1,970         | 1,969         | 2,006         |
| Information   | 1,244         | 1,378         | 1,450         |
| Finance and Insurance   | 4,682         | 4,821         | 4,901         |
| Real Estate and Rental Leasing                                | 3,597         | 3,699         | 3,746         |
| Professional, Scientific, and Technical Services              | 10,308        | 10,674        | 11,071        |
| Management of Companies and Enterprises                       | 341           | 328           | 400           |
| Administration, Support, Waste Mgmt.,<br>Remediation Services | 5,437         | 5,477         | 5,494         |
| Educational Services  | 787           | 820           | 820           |
| Health Care and Social Assistance                             | 8,763         | 8,792         | 8,913         |
| Arts, Entertainment, and Recreation                           | 1,479         | 1,473         | 1,474         |
| Accommodation and Food Services                               | 5,679         | 5,625         | 5,602         |
| Other Services  | 8,393         | 8,422         | 8,621         |
| Auxiliaries   | 93            | 92            | 93            |
| Unclassified Establishments                                   | 843           | 1,157         | 1,155         |
| <b>Nassau-Suffolk Total</b>                                   | <b>87,913</b> | <b>89,163</b> | <b>90,666</b> |

Note: Data excludes most government, railroad, and self-employed enterprises.

Source: U.S. Bureau of the Census: "County Business Patterns"

Table 4 indicates the employment in the Long Island nonagricultural businesses between 1992 and 2002 and demonstrates a steady growth in all sectors except durable goods. One of the key indicators of Long Island's success can be seen in the number of professional, scientific, and technical services. However, numbers alone do not reveal the magnitude of strength. The presence of the Brookhaven National Laboratory, Cold Spring Harbor Laboratory (The Genome Project), and the research centers at Stony Brook University have contributed to the Long Island Region having become one of the leading high-tech economies in the Nation.

Table 5 identifies the number of employees working in the Long Island region, and contrasts the net changes between September 1992 and September 2002. With the exception of durable goods (a reflection of the decline in defense related production at Grumman) all other sectors have shown growth.

Table 5  
Employment in Nonagricultural Establishments  
By Place of Work Year-to-Year Change  
Nassau-Suffolk  
(Employment in Thousands)

|                           | Sept.<br><u>1992</u> | Sept.<br><u>2002</u> | Net<br><u>Chg.</u> | Pct.<br><u>Chg.</u> |
|---------------------------|----------------------|----------------------|--------------------|---------------------|
| Total Nonagricultural     | 1047.7               | 1231.5               | 183.8              | 17.5                |
| Private Sector            | 879.9                | 1040.4               | 160.5              | 18.2                |
| Goods Producing           | 167.0                | 169.5                | 2.5                | 1.5                 |
| Service Producing         | 880.8                | 1062.0               | 181.2              | 20.5                |
| Construction and Mining   | 41.0                 | 65.5                 | 24.5               | 60.0                |
| Manufacturing             | 125.9                | 104.0                | -21.9              | -17.4               |
| Durable Goods             | 79.6                 | 56.8                 | -22.8              | -28.6               |
| Nondurable Goods          | 46.3                 | 47.2                 | 0.9                | 1.9                 |
| Transportation and Public |                      |                      |                    |                     |
| Utilities                 | 47.8                 | 58.1                 | 10.3               | 21.5                |
| Trade                     | 272.0                | 311.9                | 39.9               | 14.7                |
| Wholesale Trade           | 74.0                 | 83.7                 | 9.7                | 13.1                |
| Retail Trade              | 198.0                | 228.0                | 30.0               | 15.1                |
| Finance, Insurance and    |                      |                      |                    |                     |
| Real Estate               | 80.0                 | 80.7                 | .7                 | 0.1                 |
| Services                  | 313.1                | 420.2                | 34.2               | 10.9                |
| Government                | 167.8                | 191.1                | 23.3               | 13.9                |

Source: New York State Department of Labor

The robust Long Island economy is seen in examination of income. Table 6 lists the median family and household incomes and per capita income by towns and cities of Long Island for 2001. The numbers explain why Long Island is one of the major retail business areas, due to Long Island's labor force which has generated the highest non-agricultural family disposable income status in the Nation. Figure 4 which contrasts Long Island with the United States and New York State graphically depicts Long Island's per capita income prominence.

Table 6  
Income Data  
2001

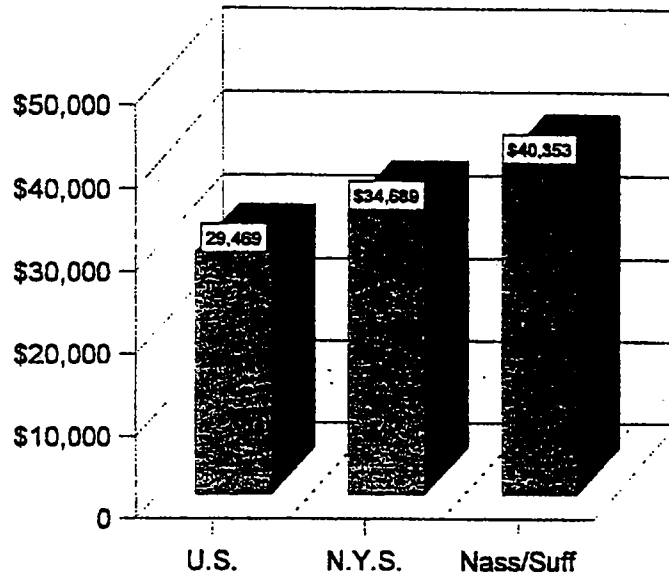
| <u>Name</u>           | <u>Median Family Income</u> | <u>Median Household Income</u> | <u>Per Capita Income*</u> |
|-----------------------|-----------------------------|--------------------------------|---------------------------|
| <b>Nassau County</b>  | <b>\$86,724</b>             | <b>\$77,762</b>                | <b>\$43,477</b>           |
| Glen Cove City        | 76,441                      | 61,573                         |                           |
| Hempstead Town        | 82,661                      | 74,292                         |                           |
| Long Beach City       | 73,188                      | 59,433                         |                           |
| N. Hempstead          | 98,316                      | 86,411                         |                           |
| Oyster Bay            | 91,292                      | 84,349                         |                           |
| <b>Suffolk County</b> | <b>\$76,278</b>             | <b>\$70,377</b>                | <b>\$33,223</b>           |
| Babylon               | 73,097                      | 67,436                         |                           |
| Brookhaven            | 71,921                      | 66,382                         |                           |
| East Hampton          | 64,615                      | 57,392                         |                           |
| Huntington            | 94,290                      | 86,711                         |                           |
| Islip                 | 75,583                      | 71,930                         |                           |
| Riverhead             | 59,175                      | 46,780                         |                           |
| Shelter Island        | 65,303                      | 57,244                         |                           |
| Smithtown             | 91,766                      | 86,049                         |                           |
| Southampton           | 62,930                      | 52,801                         |                           |
| Southold              | 61,716                      | 50,700                         |                           |

Excluded  
From  
Proposal

\*County totals are inflation adjusted from 1997 Bureau of Economic Analysis data.

Source: Adjusted by Long Island Regional Planning Board from 2000 Census

**Figure 4**  
**Per Capita Income Comparison**  
**2000**



The Long Island Region (Metropolitan Statistical Area) ranked first in the entire Nation among the top 20 of the largest market areas as defined in terms of retail sales per household, and median and average household disposable income (effective buying income). Despite the national retrenchment of technology-related firms, the Long Island economy has continued to benefit from modest growth in retail, wholesale trade and office growth. This latter sector has been especially active. A further indicator of stability is that Long Island's unemployment rate of 3.7 percent at the end of 2001 was significantly lower than the rates for the Nation. New York State and New York City which were almost 74.0 percent higher at approximately 5.0 percent.

A portion of the credit for Long Island's favorable economy is that it is a clearly defined region that has a high degree of coordination and cooperation among the myriad jurisdictions, organizations and institutions in working together as a unified Long Island Region. Three examples typify this set of relationships.

First is the fact that planning is carried out for the entire Long Island Region as one entity. A key segment of this work was the development of a strategic economic plan.<sup>4</sup>

This plan identified the key high-tech industries that Long Island should concentrate on promoting. In response the Long Island Association launched a multi-year program entitled "Project

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<sup>4</sup>Long Island Regional Strategic Economic Development Plan, Long Island Regional Planning Board, November 1993.

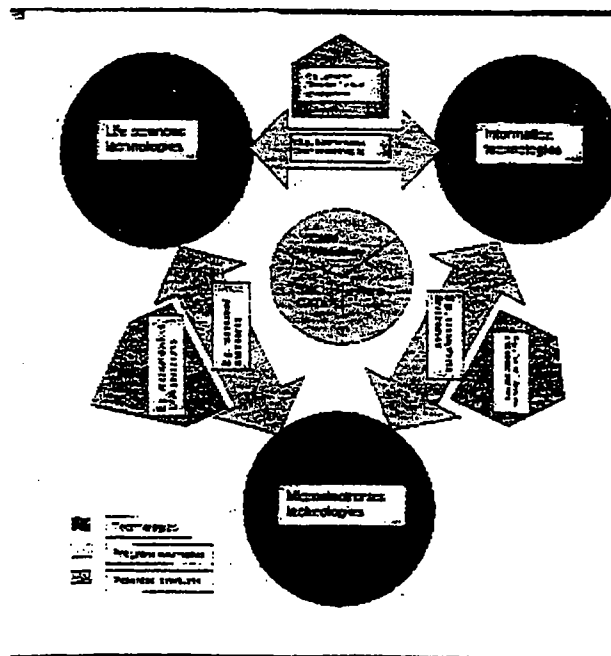
Long Island” to bring the objective of further high-tech development. One of the highly successful results was the spinoff of LISTNET, a separate Long Island organization of now more than 1,000 firms engaged in software and related activities.

The third initiative which was based on these plans and programs was the appointment of a committee by the New York State Empire Development Corporation to study the need and feasibility of creating ‘incubator’ centers throughout Long Island which would enable embryonic firms engaged in high-tech activities to survive and grow. At the time only one existed at the Stony Brook University which was already at saturation.

Additional incubators have been created as a result of that effort. Two of the major facilities are at the Calverton Industrial Park (the former U.S. Navy/Grumman Corporation Airfield) in the Town of Riverhead; and the Medical-Biological incubator at S.U.N.Y. at Farmingdale on the Nassau-Suffolk border.

The most current effort is the move to establish a new Millennium Technology Research Center at Stony Brook University. This Long Island Center will enable Long Island to become one of the leading regions in the country in the various high-tech industries that are emerging at the convergence of life science technologies, software and microelectronics. These activities would include for example bioinformatics, engineered materials, “smart” sensors, microelectro-mechanical biosystems, and designer diagnostics and drugs. Figure 5 depicts the interrelationships among the three major industrial sectors.

Figure 5  
Technology Convergence



Source: Stony Brook Alliance, February 25, 2000

Additional economic, media, civic, educational, cultural, and health activities that demonstrate the existence and vitality of Long Island *as a de facto and de jure* region follows.

Economic – While Long Island possesses five airports which conduct close to 400,000 plane movements annually, Long Island MacArthur Airport serves the entire region in terms of both cargo and passenger traffic. Long Island MacArthur serves mostly Nassau and Suffolk residents who don't want to travel to John F. Kennedy airport in Brooklyn or LaGuardia Airport in Queens, and possesses several scheduled air carriers moving roughly 2,450 tons of cargo and over one million passengers annually.

Long Island is one of the most robust consumer markets in the region. The economic trend monitoring company Sales and Marketing Management estimated that Nassau-Suffolk had \$35,047 in retail sales per household in 1998, making the region first among the twenty largest market areas in the country.

There are numerous regional shopping centers serving Long Island's consumers. There are 67 retail shopping centers with 100,000 square feet or more in gross leasable space and 21 shopping centers with over 300,000 gross leasable square feet. The largest shopping center, Roosevelt Field Mall in Garden City, is a true regional attraction, with 2.4 million square feet of leasable space and almost 300 retail stores. When the surrounding area is included - Hofstra University, the Nassau Coliseum, and other retail space within the 2.9 square mile area known to regional planners as the Nassau County "HUB" - there is a total of 5.8 million square feet of office space, 5.3 million square feet of retail floor space, 3.4 million square feet of Industrial/Warehousing floor space, and total floor space of approximately 14.8 million square feet. Between shoppers, visitors, and workers, approximately 480,000 motor vehicle trips are made to or within the HUB each day. The Nassau "HUB" serves as an employment and shopping center primarily for Long Island residents, with an estimated 62 percent of vehicle trips to the area made by Nassau residents and 18 percent made by Suffolk residents.<sup>5</sup>

The Long Island business community has also organized itself on a regional basis, as has its utilities and sports and tourism industry.

Long Island is part of an exclusive energy service area that is served by KeySpan and a state authorized public benefit corporation, the Long Island Power Authority.

Incorporated in 1926 as the Long Island Chamber of Commerce, the Long Island Association still takes as its mission "to protect, strengthen and stimulate the regional economy while promoting Long Island as the place to live, work and do business." In 1991, the Long Island Association sponsored, with Newsday, the Long Island Economic Summit, which included 100 Long Island groups to set consensus for 21 priority projects for Long Island's development. Out of the summit came the Long Island Partnership to promote Long Island's "balanced development."

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<sup>5</sup>Nassau County HUB Study, Long Island Regional Planning Board (1998)

In 1976 the Long Island Forum for Technology (LIFT) was founded in order to support economic development on Long Island by providing direct services to local businesses and industry. LIFT's consulting engineers and other professionals support manufacturers, technology firms, and other businesses by helping them to increase efficiency, design and revise operating procedures, create marketing plans and establish new markets (including e-commerce), build prototypes, make grant applications, etc. LIFT is sponsored by the New York State Office of Science, Technology and Academic Research (NYSTAR) as the Regional Technology Development Center (RTDC) for Long Island, and the National Institute of Standards and Technology (NIST) as a Manufacturing extension Partnership (MEP).

The Long Island Software and Technology Network (LISTnet) was formed in 1997 to promote Long Island as a leading high technology center and to help companies grow. LISTnet now has over 950 member companies.

Other regional business, commerce, and professional groups include: the Association for a Better Long Island; Long Island Builders Institute; Long Island Business Development Council; Long Island Science and Technology Museum, Long Island Sports Commission; Public Relations Professionals of Long Island; Long Island Board of Realtors; Long Island Writer's Guild; Long Island Information Systems Management Association; Long Island Linux Users Group; Long Island Macintosh Users Group; Long Island Organization of Internet Trade Professionals; Long Island PC Users Group; Long Island OS/2 User Group; Long Island Systems Users Group; Long Island Web Developers' Guild; Webgrrls - Long Island Chapter.

The Long Island region is also well-established in cyberspace, with almost 20 websites dedicated to regional issues, including the largest Long Island internet community Longisland.com. Other web sites serving the Long Island community include: Discover Long Island; East End Community Online; L.I. Central.com; L.I. Guide; L.I. Politics.com; L.I.Women.com; MLSRealtor.com (Long Island board of Realtors); Long Island Community Network (Long Island Media Network); LongIslandLeisure.com; Long Island Library Directory (516 Web); LIScene.com; LongIslandWeb.com; MyLongIsland.com; seeLongIsland.com; Gay Long Island Web Page. (All of these sites can be accessed from <http://www.fordyce.org/longisland>)

Regional Media -- Long Island possesses a very extensive network of print, broadcast, and television media outlets serving the region.

The region's daily newspaper Newsday, the fourth largest newspaper in the nation, is clearly the dominant media force covering the Long Island region. Started in 1940 by Alicia Patterson, who envisioned Long Island as a place where families and businesses alike would settle and prosper, Newsday has grown by leaps and bounds with Long Island, reporting on local, national, and world events.

Where other metropolitan areas of Long Island's size have two or three daily newspapers, Newsday's dominance of the Long Island market has helped to create a stronger, more unified



regional identity. Consider this one fact: Long Island has 2.8 million residents being served by one daily newspaper, while neighboring New York City, with 8.0 million residents, is served by no fewer than five daily newspapers (New York Post, Daily News, New York Times, the New York Sun, and the Wall Street Journal). That means that there is one newspaper for every 1.6 million residents in New York City compared to one newspaper per 2.8 million on Long Island.

Today, Newsday has a daily circulation of approximately 500,000 and produces first rate regional publications and programs. These include online Long Island directories, as well as well-written histories of Long Island life ("Long Island: Our History") and Long Island's future ("Long Island: Our Future"). Through these efforts and various award programs, Newsday has established a close relationship with Long Island's school districts.

Of course, there are other media outlets serving the Long Island market. Long Island Business News (LIBN) started as a publication called Executive's Weekly in 1953 to serve the Long Island business community with news, commentary, insider information, lists and surveys, and the Long Island events calendar. Now, with a circulation of 60,000 Long Island executives and professionals, LIBN publishes a series of annual reports and surveys of regional interest in addition to its weekly business news publication, including: Under 40, identifying up and coming young business people; LI Top 50 Women, a survey of Long Island's most talented women; Innovator Awards, honoring the most innovative business enterprises for the year; Long Island Fact book; Tech Island Directory; LI Book of Lists; LI Executive Focus Yearbook; LI Almanac; LI Planned Giving guide; LI Conference & Leisure Guide; LI Leadership Guide; LI Philanthropic Annual.

The Long Island Catholic is the official newspaper of the Diocese of Rockville Centre and has a circulation of 112,000 families in Nassau and Suffolk Counties.

The Long Island Times is Long Island's on-line community newspaper.

There are no fewer than 26 radio stations serving the Long Island region. The most listened to are WALK Radio in Patchogue. WBAB Radio in Babylon, WBLI Radio in Patchogue, and Long Island University Public Radio Network. But there are many others, including: WBSQ Radio; WBZO Radio (B-103); WCWP Radio (Brookville); WEHM Radio (East Hampton); WHLI Radio (Hempstead); WHPC Radio (Nassau Community College); WKJY Radio (Hempstead); WLIR Radio (Garden City); WLNG Radio (Sag Harbor); WLUX Radio (Farmingville); WMJC Radio (Smithtown); WMMM-AM Radio (Selden); WRCN Radio (Riverhead); WSHR Radio (Ronkonkoma); WSHU Radio (Selden); WSUF Radio (Selden); WUSB Radio (Stony Brook); WXXP Radio (Garden City).

Long Island also possesses three television news channels dedicated solely to regional news and talk. Of the three, which include Channel 55 and Cablevision News, News 12 Long Island, a division of Cablevision, is the most watched.

The region has become such a large market for media advertising that a watchdog group, the

Coalition for Fair Broadcasting was formed in 1979. The Coalition for Fair Broadcasting is a not-for-profit, non-partisan citizens' group of business, cultural, educational, religious, civic, healthcare and charitable organizations dedicated to obtaining increased and more substantive coverage of Long Island news on New York City-based TV and radio. The Coalition presents the annual FOLIO awards for excellence in journalism focusing on Long Island.

Regional Civic Organizations – Long Island possesses an astonishing array of civic and voluntary groups organized on a regional basis, including health, environmental, charitable, and arts and leisure groups and associations. The following is a list of some of them.

Big Brothers and Big Sisters of Long Island, Long Island Housing Partnership, Long Island Community Foundation, March of Dimes Long Island Chapter; the Long Island Christian; Long Island Dharma Group; BiasHelpof Long Island; Long Island Network Neighborhood, Long Island Progressive Coalition, The Coastal Research and Education Society of Long Island; Long Island Sound Foundation; Sierra Club Long Island Group; Save the Sound; Soundkeeper; Standing for Truth About Radiation Foundation; American Lung Association of Nassau-Suffolk; Arthritis Foundation Long Island Chapter; Chronic Fatigue Syndrome Association of Long Island; Epilepsy Foundation of Long Island; Life Center of Long Island; Lois Joy Galler Foundation; Long Island Alzheimer's Foundation; Long Island Association for AIDS Care; Long Island Crisis Center; Long Island Head Injury Association; Long Island Infant Developmental Program; Long Island Physicians' Action Committee; Long Island Society of Health-System Pharmacists; Long Island Speech-Language-Hearing Association; AIDS Coalition of Long Island; RESOLVE of Long Island; Therapeutic Recreation Association of Long Island; Friends for Long Island's Heritage; Friends of the Long Island Museum of Science & Technology; Friends of Long Island's Wireless History; Long Island Antique Fire Apparatus Association; Long Island Museum of Science and Technology; Long Island Railroad Historical Society; Museum of Long Island Natural Sciences; Long Island Association of Retired Firefighters; Astronomical Society of Long Island; Long Island American Nuclear Society; Long Island Geologists; Long Island Life Sciences Initiative; Community Programs Center of Long Island; Fathers' Rights Association of Long Island; Life Center of Long Island; Long Island Crisis Center; Long Island Gay & Lesbian Youth; Nassau-Suffolk Law Services; Greater Long Island Running Club; Jewish Sports Hall of Fame; Late Great Chevy, Long Island Chapter; Long Island Association of Football Officials; Long Island Beach Buggy Association; Long Island Beekeeper's Club; Long Island Bicycle Club; Long Island BMW Riders Club; Long Island Catamaran Sailors' Association; Long Island Corvette Owners Association; Long Island Cougar Association; Long Island Divers Association; Long Island Express (Wheelchair Basketball Team); Long Island Flyrodders; Long Island Futsal (5 - A - Side Soccer) League; Long Island Golf Association; Long Island Junior and Eastern New York Youth Soccer; - Back of "THE NET", Long Island Lady Riders Soccer Team; Long Island Mobile Amateur Radio Club; Long Island Motorcycle Enthusiasts; Track Skating Association; Long Island Scale Model Society; Long Island Blue Jays Junior Drum & Bugle Corps; Long Island Forensic Association; Long Island Cactus and Succulent Society; Gay Men's Book Group of Long Island; Holy Cross Club of Long Island; Long Island Volunteer Enterprise; Parents, Families, & Friends of Lesbians And Gays - Long Island; Tall Club of Long Island.

Regional Higher Education – Long Island possesses a diversified higher education structure that is targeted to the needs of the Long Island labor force. This structure includes 17 four-year schools, 8 two/three year colleges, and 5 professional schools. The State University of New York at Stony Brook was established in 1962 and has become the state's major science and medical center. SUNY Stony Brook has been the home of several renowned high tech and biotechnology business incubators advancing Long Island as a center for the high technology and biotechnology industries. Stony Brook draws at least half of its undergraduate population from the Nassau-Suffolk region. Hofstra and Adelphi Universities in Nassau County are the region's other major graduate degree granting institutions.

Long Island University has expanded rapidly in recent years to serve the needs of the growing Long Island region, establishing campuses that span Long Island's length in Brookville, Brentwood, Southampton, and Brooklyn.

The State University of New York at Farmingdale redefined its mission in the mid-1990s. Farmingdale switched from a two-year agricultural technology college to a more general technology 4-year institution to meet the needs of the Long Island region for moderately skilled, middle level managers and technicians. Farmingdale's campus lies on the border of Suffolk and Nassau counties, drawing students from east and west, and has recently partnered with Cold Spring Harbor Laboratories in Nassau County to create a biotech center on campus.

Long Island possesses two of the Nation's best community colleges. Nassau and Suffolk County Community Colleges meet the region's need for less expensive undergraduate education through the associate degree. Together, these colleges enroll roughly 40,000 student per year. There is significant cross county community college utilization. Approximately 1,000 Suffolk County residents attend Nassau County Community College and about 500 Nassau County residents attend Suffolk County Community College.

The Nassau-Suffolk region has such a consistently distinctive character that it has given birth to a whole academic discipline: Long Island Studies. The Long Island Studies Institute, a cooperative endeavor of Nassau County and Hofstra University, has been established at Hofstra University in Hempstead to foster the study of Long Island local and regional history. The reference collection includes books, photographs, newspapers, maps, census records, genealogies, government documents, manuscripts, and audiovisual materials.

Like other legitimate academic disciplines, Long Island Studies has its own scholarly journal. The Long Island Historical Journal, published by the State University of New York at Stony Brook, is an annual journal dedicated to publishing original studies of any aspect of Long Island history.

Established in 1988, the Center for Regional Policy Studies at Stony Brook University is an applied research unit with its concentration on issues affecting Long Island including governmental education training, transportation, environmental problems, land use planning and housing studies. Its Economic Research Bureau monitors the Long Island economy and undertakes studies of

governmental finance.

Tourism/Arts/Entertainment Island - Approximately 26.5 million visitors come to Long Island annually. To accommodate these visitors, Long Island has developed a large tourist-related infrastructure. It includes 338 hotels/motels with 15,313 rooms; 126 golf courses; 95 tennis clubs; over 100 parks with over 100,000 acres of land; 109,373 motor boats; and 429 yacht clubs & marinas. Long Island's 1,180 miles of shoreline make Long Island an attractive place to visit.

Partially  
Refers to  
the Hemp  
which is  
outside  
proposed  
AREA

To help expand the tourism industry and promote Long Island as a tourist destination, the Long Island Convention and Visitors Bureau and Sports Commission was formed with the support of Both Nassau and Suffolk county governments.

Long Island is home to a number of sporting activities and teams. The National Hockey League's New York Islanders make their home at the Nassau Coliseum in Hempstead. The Long Island Rough Riders of the United States Indoor Soccer League, the New York Saints Indoor Lacrosse, the New York Jets training camp at Hofstra University; the Long Island Marathon, the Long Island Balloon Festival & Air Show, and the Northville Long Island Golf Classic all make Long Island their home.

There are several regional arts groups and associations, including the Long Island Blues Society; the Long Island Choral Society Long Island Film & TV Foundation; the Long Island Philharmonic; the Long Island Traditional Music Association; and Swing Dance of Long Island.

Health Services - Long Island possesses 18 hospitals, and the largest are regional in scope. In 1997 two of the region's largest institutions - North Shore University Hospital (Manhasset) and Long Island Jewish (New Hyde Park) - agreed to merge. This created the North Shore-Long Island Jewish Health System serving residents of both counties with facilities in Manhasset, New Hyde Park, Bay Shore, Glen Cove, Plainview, Syosset, and Huntington.

Catholic Health Services of Long Island also serves residents in both counties, with facilities in Rockville Centre, West Islip, Port Jefferson, and Roslyn.

Conclusion - Long Island as defined as the combination of Nassau and Suffolk Counties is explicitly one economic, one socio-cultural, and one planning region. It has progressively become more linked together for the past four decades as to be inextricably bound in an irreversible union. The ties identified in this report continue to move unidirectionally towards greater Long Island identity.

Appendix Table 1  
Place of Work of Long Island Residents by Number  
2000

|                       | Same<br>Town   | Same<br>Town   | Long<br>Island | Off Long<br>Island | Total            |
|-----------------------|----------------|----------------|----------------|--------------------|------------------|
| Glen Cove City        | 3,646          | 9,374          | 9,927          | 1,980              | 11,907           |
| Hempstead Town        | 141,781        | 204,344        | 227,464        | 121,437            | 348,901          |
| Long Beach City       | 3,283          | 10,254         | 11,089         | 6,580              | 17,669           |
| North Hempstead Town  | 53,926         | 55,711         | 60,893         | 41,619             | 102,512          |
| Oyster Bay Town       | 41,900         | 80,015         | 100,088        | 38,509             | 138,597          |
| <b>Nassau County</b>  | <b>224,536</b> | <b>359,698</b> | <b>409,461</b> | <b>210,125</b>     | <b>619,586</b>   |
| Babylon Town          | 24,478         | 57,627         | 80,001         | 17,640             | 97,641           |
| Brookhaven Town       | 88,668         | 178,456        | 195,560        | 19,090             | 214,650          |
| East Hampton Town     | 6,325          | 8,550          | 8,745          | 495                | 9,240            |
| Huntington Town       | 33,174         | 53,671         | 75,568         | 18,097             | 93,665           |
| Islip Town            | 56,109         | 112,034        | 131,436        | 21,384             | 152,820          |
| Riverhead Town        | 4,708          | 11,445         | 11,841         | 388                | 12,229           |
| Shelter Island Town   | 696            | 956            | 960            | 51                 | 1,011            |
| Smithtown Town        | 14,154         | 37,685         | 46,325         | 8,284              | 54,609           |
| Southampton Town      | 14,649         | 23,059         | 23,719         | 1,894              | 25,613           |
| Southold Town         | 4,979          | 8,353          | 8,611          | 306                | 8,917            |
| <b>Suffolk County</b> | <b>251,940</b> | <b>491,836</b> | <b>582,766</b> | <b>87,629</b>      | <b>670,395</b>   |
| <b>Long Island</b>    | <b>476,476</b> | <b>851,534</b> | <b>992,227</b> | <b>297,754</b>     | <b>1,289,981</b> |

Appendix Table 2  
Place of Work of Long Island Residents by Percent  
2000

|                       | Same<br>Town | Same<br>Town | Long<br>Island | Off Long<br>Island | Total        |
|-----------------------|--------------|--------------|----------------|--------------------|--------------|
| Glen Cove City        | 30.6%        | 78.7%        | 83.4%          | 16.6%              | 100.0%       |
| Hempstead Town        | 40.6         | 58.6         | 65.2           | 34.8               | 100.0        |
| Long Beach City       | 18.6         | 58.0         | 62.8           | 37.2               | 100.0        |
| North Hempstead Town  | 33.1         | 54.3         | 59.4           | 40.6               | 100.0        |
| Oyster Bay Town       | 30.2         | 57.7         | 72.2           | 27.8               | 100.0        |
| <b>Nassau County</b>  | <b>36.2</b>  | <b>58.1</b>  | <b>66.1</b>    | <b>33.9</b>        | <b>100.0</b> |
| Babylon Town          | 29.2         | 59.0         | 81.9           | 18.1               | 100.0        |
| Brookhaven Town       | 41.3         | 83.1         | 91.1           | 8.9                | 100.0        |
| *East Hampton Town    | 68.5         | 92.5         | 94.6           | 5.4                | 100.0        |
| Huntington Town       | 35.4         | 57.3         | 80.7           | 19.3               | 100.0        |
| Islip Town            | 36.7         | 73.3         | 86.0           | 14.0               | 100.0        |
| Riverhead Town        | 38.5         | 93.6         | 96.8           | 3.2                | 100.0        |
| *Shelter Island Town  | 68.8         | 94.6         | 95.0           | 5.0                | 100.0        |
| Smithtown Town        | 25.9         | 69.0         | 84.8           | 15.2               | 100.0        |
| *Southampton Town     | 57.2         | 90.0         | 92.6           | 7.4                | 100.0        |
| Southold Town         | 55.8         | 93.7         | 96.6           | 3.4                | 100.0        |
| <b>Suffolk County</b> | <b>37.6</b>  | <b>73.4</b>  | <b>86.9</b>    | <b>13.1</b>        | <b>100.0</b> |
| <b>Long Island</b>    | <b>36.9</b>  | <b>66.0</b>  | <b>76.9</b>    | <b>23.1</b>        | <b>100.0</b> |

Source: U.S. Census 2000  
Long Island Regional Planning Board

\* - Excluded From Proposal

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F. 2/14

**LEE E. KOPPELMAN**

**EDUCATION**

Undergraduate degree, City College of New York, School of Engineering  
Master of Science (Planning), Pratt Institute, Graduate School of Architecture  
Doctorate (Public Administration), New York University, Graduate School of Public  
Administration

**LICENSES**

Registered Landscape Architect, State of New York  
Licensed Professional Planner, State of New Jersey

**PRACTICE**

Private consulting practice in site planning and landscape architecture, 1950 to 1960.  
Director of Planning, Suffolk County Planning Department, 1960 to 1988.  
Executive Director, Long Island Regional Planning Board, 1965 to present.  
Leading Professor of Political Science and Director, Center for Regional Policy Studies,  
SUNY at Stony Brook, 1988 to present.  
Professor of Planning at the State University of New York at Stony Brook, 1967 to 1988.  
Adjunct Professor, Syracuse University Graduate School of Environmental Sciences, 1976  
to 1983.  
Consultant, United States Department of Housing and Urban Development, 1972 to 1978.  
Appointed (by Secretary of Commerce, Frederick B. Dent) to the Coastal Zone  
Management Advisory Committee, 1973 to 1975.  
Appointed (by Lieutenant General W. C. Gribble, Jr., U.S. Army Corps of Engineers) to  
the National Shoreline Erosion Advisory Panel, 1974 to 1981.  
Appointed (by Governor Hugh Carey) as a Director of the New York State Urban  
Development Corporation, 1978 to 1980.  
Consultant, United Nations on Land Use and Coastal Zone Planning.  
Executive Director, The Bi-County Temporary Commission for Tax Relief on Long  
Island, 1991.

**MAJOR RESEARCH**

Project Director, 1.5 million dollar comprehensive regional development planning project  
(Section 701), from U.S. Department of Housing and Urban Development, January 1965  
through August 1970.

**LEE E. KOPPELMAN**  
Major Research cont'd

This program produced the first housing element in 1967. The two-volume research was entitled "Residential Market Analysis." The final report, "Better Housing for Better Communities," was distributed nationally by H.U.D. in 1967, and served as the prototype for the 1968 amendment to the Housing Act requiring all future 701 programs to include a housing element.

Project Director, \$467,000 program for the Office of Technology and Research, U.S. Department of Housing and Urban Development for the development of a methodology and coastal zone manager's handbook relating coastal zone planning and management, 1974-1976.

Project Director, 5.2 million dollar comprehensive areawide waste treatment management planning project (Section 208), from U.S. Environmental Protection Agency, January 1975 through March 1978.

This project dealt specifically with urban runoff as it impacts on coastal zones. Long Island is one of the major coastal zones in the United States, with related involvements in outer continental shelf oil exploration, marine transportation, national fisheries, etc., and continues to maintain a strong governmental and planning involvement in coastal zone management.

Project Director, 1.75 million dollars. This project produced a regional coastal zone management planning program (Office of Coastal Zone Management, U.S. Department of Commerce), 1976 through 1980.

Project Director, 4.2 million dollar continuing 208 planning program, producing "The Long Island Segment of the Nationwide Urban Runoff Program", May 1979 through December 1982.

This program provided for the further investigation of the source, type, and fate of pollutants in runoff on Long Island, and an evaluation of the changes in runoff quality; that is, the reduction in pollutant loadings that could be achieved through the adoption of selected best management practices.

This program also produced a "Nonpoint Source Management Handbook" which identified the cause-effect relationships and provided the best available guidance for use by public officials, developers and residents concerned with the protection of ground and surface water by existing problems and needed controls for nonpoint sources of contamination.

Project Director, "Hurricane Damage Mitigation Plan for the South Shore of Nassau and Suffolk Counties, N.Y.", \$130,000 from the Federal Emergency Management Agency, Region II, to develop a plan which, if implemented, would minimize the loss of life and property in flood prone areas by providing a set of guidelines for development and post-storm redevelopment employing the techniques of flood plain management, October 1982 through December 1984.



**LEE E. KOPPELMAN**  
Major Research cont'd

Project Director, USEPA Section 205(j) Grant to develop and initiate implementation of comprehensive groundwater protection programs in Critical Recharge Areas. \$120,000 from January 1984 through present.

Project Director, \$2,307,802 from New York State Energy Research and Development Authority to characterize ash from waste management facilities and to investigate ash management options. 1987 through present.

Project Director, NYS ECON Art. 55 Grant to study the remaining seven Critical Recharge Areas. \$300,000 from 1987 through present.

Project Director, Water Quality and Environmental Resource Protection in Great South Bay. \$240,000 from New York State Department of State, June 1988 through September 1989.

Project Director, \$40,000 from Mt. Sinai and Port Jefferson School Districts to plan for future relationship between the two districts. April 1987 through December 1988.

Project Director, \$60,000 from New York State Education Department to develop a computer model for Educational Resources Utilization and Scholastic Outcome. July 1987 through September 1988.

Project Director, \$70,000 grant from U.S. Department of Defense to undertake planning related to community impacts associated with the cancellation of the T-46 program and the closure of the Fairchild plant. August 1987 through September 1988.

Project Director, \$80,000 from New York State Urban Development Corporation to conduct a labor force analysis of the Nassau-Suffolk region. January 1989 through December 1990.

Project Director, \$40,000 from New York State Urban Development corporation to conduct a tourism marketing survey for the Nassau-Suffolk region. July 1989 through June 1990.

Project Director, \$90,000 from the Suffolk County Department of Social Services to conduct a productivity and performance analysis of the department. February 1989 through December 1989.

Project Director, \$70,000 from the New York State Urban Development Corporation to determine the dependent care needs of the Long Island workforce. July 1990 through June 1991.

**LEE E. KOPPELMAN**  
Major Research conf'd

Executive Director, The Bi-County Temporary State Commission for Tax Relief on Long Island, \$250,000, New York State Legislature, April 1991 to May 1993.

Project Director, \$486,000 from the Federal Aviation Administration, to carry out a Feasibility Study for the use of Calverton Airport for commercial freight operations.

Project Director, \$97,095 from the Long Island Lighting Company to identify low-income consumers on Long Island for participation in LILCO's energy packaging program.

Project Director, \$200,000 from the Long Island Rail Road for a journey-to-work analysis on the pattern of worktrips from Nassau and Suffolk to New York City as well as reverse commutation and an analysis of HUB development opportunities.

Project Director, \$100,000 NYS Secretary of State. Land use segment of the Long Island Sound Study.

Project Director, \$39,095. A budget analysis for the Office of the Mayor, Village of Freeport.

Project Director - an in-depth analysis and detailed report on the economic importance of Stony Brook University to the Long Island regional economy and the broader New York State region.

Project Director, \$158,875 from the Long Island Lighting Company - "Satisfying the Requirements of the Clean Air Act and Preserving the Long Island Environment by Encouraging the Use of Alternative Fuel Vehicles."

Project Director, \$100,000 from the New York State Department of Transportation to carry out a compressed work week/telecommuting demonstration program for the County of Suffolk and SUNY at Stony Brook.

## **AUTHORSHIP ACTIVITIES**

### **Books**

Koppelman, L., and J. DeChiara, 1968. Planning Design Criteria. Reinhold Publishing Corporation. 386 pp.

\_\_\_\_\_, 1974. A Methodology to Achieve the Integration of Coastal Zone Science and Regional Planning. Praeger Publishers. 116 pp.

**LEE E. KOPPELMAN**  
**Authorship Activities cont'd**

Koppelman, Lee E., and J. DeChiara, 1974. Housing: Planning and Design. Prentice Hall. 500 pp.

\_\_\_, and J. DeChiara, 1975. Urban Planning and Design Criteria, 2nd Edition. Van Nostrand. 646 pp.

\_\_\_, P. Weyl, G. Gross and D. Davies, 1976. The Urban Sea: Long Island Sound. Praeger Publishers. 225 pp.

\_\_\_, and J. DeChiara, 1978. Site Planning Criteria. McGraw Hill. 350 pp.

\_\_\_, et al., 1979. Long Island Comprehensive Waste Treatment Management Plan. Volumes 1 and 2. Long Island Regional Planning Board. 607 pp.

\_\_\_, and J. DeChiara, 1981. Urban Planning and Design Criteria, 3rd Edition. Van Nostrand. 700 pp.

\_\_\_, and J. DeChiara, 1982. Time Saver Standards for Site Planning. McGraw Hill. 700 pp.

\_\_\_, et al., 1982. Long Island Segment of the Nationwide Urban Runoff Program. Long Island Regional Planning Board. 238 pp.

\_\_\_, J. R. Schubel, et al. 1991. Great South Bay. State University Press. 200 pp.

\_\_\_, A. Kunz, E. Tanenbaum, D. Davies, 1992. Long Island Comprehensive Special Groundwater Protection Areas Plan. Long Island Regional Planning Board. 600 pp.

\_\_\_, A. Kunz, F. Rosenberg, S. Forman. Financing Government on Long Island. NYS Temporary Commission for Tax Relief on Long Island. 1992. 196 pp.

\_\_\_, A. Kunz, F. Rosenberg, S. Forman. Financing Government on Long Island - Working Paper Volume 1. NYS Temporary Commission for Tax Relief on Long Island. March 1993. 408 pp.

\_\_\_, A. Kunz, F. Rosenberg, S. Forman. Financing Government on Long Island - Working Paper Volume 2. NYS Temporary Commission for Tax Relief on Long Island. March 1993. 338 pp.

\_\_\_, A. Kunz, P. Kamer, D. Davies, T. Junor, 1993. Airport Joint Use Feasibility Study: Calverton Airport. Long Island Regional Planning Board. 248 pp.

LEE E. KOPPELMAN

**Editorial**

Editorial Board of the Journal of Socio-Economic Planning Sciences; and the Journal of the American Institute of Planners.

**Governmental Reports and Monographs**

The following major reports were printed and released by the Suffolk County Department of Planning, Lee E. Koppelman, Director.

- 1960. People and Parks.
- 1962. Status of Planning in Suffolk County. (Paper delivered at Governor's Briefing held at the State University Campus, Stony Brook, N.Y., July 17, 1962.) Printed in Progress Report 1962.
- 1962. Population.
- 1962. Economic Base.
- 1962. Need and Feasibility for County Park Facilities.
- 1962. Local Government - An Analysis.
- 1962. Existing Land Use.
- 1964. Special Report - New York State Route 25A - Town of Smithtown.
- 1964. Social Planning Council.
- 1964. Need and Feasibility for a Mapping Program in Suffolk County.
- 1964. Planning for Open Space in Suffolk County.
- 1965. Park and Ride.
- 1966. Hauppauge - A Comprehensive Master Plan.
- 1980. Housing Report.

**LEE E. KOPPELMAN**  
**Governmental Reports and Monographs conr'd**

- 1980. Open Space Policy.
- 1980. Impact of Proposed Peconic County.
- 1981. Phase II - Farmland Preservation Plan.
- 1981. Priorities Committee Report.
- 1983. A Plan for Mitigating the Environmental Impacts of Development in the Three Mile Harbor Watershed.
- 1985. Analysis of Dredging & Spoil Disposal Activity Conducted by Suffolk County.
- 1986. Hauppauge Industrial Analysis.
- 1986. Town of Shelter Island - Planning, Environmental Investigations and Analysis.
- 1986. Lake Ronkonkoma - Clean Lake Study.
- 1987. Village of Port Jefferson Planning Study.
- 1987. Senior Citizen Study.

The following major reports were printed and released by the Nassau-Suffolk Regional Planning Board. The Board is now called the Long Island Regional Planning Board. Lee E. Koppelman, Executive Director.

- 1966. Proposed Bayville-Rye Bridge.
- 1967. The Status and Potential of the Marine Environment.
- 1968. Housing - Better Homes for Better Communities.
- 1968. Sales Tax Study.
- 1968. Existing Land Use.
- 1969. Transportation.
- 1970. Long Island Comprehensive Development Plan.
- 1970. Zoning: Inventory and Analysis.

**LEE E. KOPPELMAN****Governmental Reports and Monographs cont'd**

- 1977. Energy Facilities Subplan for Nassau-Suffolk Counties Coastal Zone Management Plan.
- 1978. Marine Fisheries Subplan - Coastal Zone Management Plan.
- 1978. Coastal Erosion Subplan - Coastal Zone Management Plan.
- 1979. Oil Spill Response Actions in Fire Island Inlet.
- 1980. Industrial Location Analysis.
- 1982. Land Use - 1981.
- 1982. Commercial Development Analysis.
- 1983. Labor Force and Jobs Analysis.
- 1984. The Journey to Work to Major Employment Centers.
- 1987. Special Groundwater Protection Area Project for the Oyster Bay Pilot Area and Brookhaven Pilot Area.
- 1988. Long Island High Growth Area Off-Peak Study. Maximizing the Potential of Long Island's Defense Sector in an Era of Change.
- 1989. Proposed Long Island South Shore Hazard Management Program.
- 1994. Long Island Strategic Economic Development Plan.
- 1994. South Shore Mainland Hazard Management Program.
- 1994. Long Island Comprehensive Regional Development Plan Summary Report: 1990-2010.

The following major reports were printed and released by the Center for Regional Policy Studies, SUNY at Stony Brook.

- 1992. Working Paper #1 - Municipal Government Operations, Revenues and Expenditures, 1960-1990.
- 1992. Working Paper #2 - Suffolk County Operations, Revenues and Expenditures, 1960-1990.

**LEE E. KOPPELMAN****Governmental Reports and Monographs cont'd**

1992. Working Paper #3 - Municipal Solid Waste Operations, Operation and Plan.
1992. Working Paper #4 - Taxation, Sales, Income Property, Analysis and Alternatives.
1992. Working Paper #5 - Nassau County Operations, Revenues and Expenditures, 1960-1990.
1992. Working Paper #6 - Police Operations, Nassau & Suffolk Counties.
1992. Working Paper #7 - Pre-School Handicapped Education.
1992. Working Paper #8 - Departmental Operations, Revenue & Expenditures 1960-1990, Nassau & Suffolk Counties.
1992. Working Paper #9 - School Operations, Nassau & Suffolk Counties.
1992. Working Paper #10 - Policy Options.
1996. Groundwater and Land Use Planning: Experience from North America.

**Articles**

- Koppelman, Lee E., 1973. Planning Options and Political Realities. Journal of Urban Analysis. Volume 1, pp. 153-174.
- \_\_\_\_\_, 1974. "The Good, Bad and the Ugly - The Real World." Coastal Zone Management, The Coastal Imperative: Developing a National Perspective for Coastal Decision Making. Committee on Commerce, 93rd Congress, 2nd Session. pp. 160-165.
- \_\_\_\_\_, 1974. Coastal Zone Planning: A Case Study: Nassau and Suffolk Counties. Proceedings of the Environmental Planning Conference. Drexel University. pp. 359-384.
- \_\_\_\_\_, 1975. Models for Implementing the CZM Act's Concept of State-Local Relations. William and Mary Law Review, Volume 16, Number 4. pp. 731-746.
- \_\_\_\_\_, 1976. Regional Planning at the Urban Fringe. Proceedings of the Environmental Planning Conference. Drexel University. pp. 275-296.
- \_\_\_\_\_, and D. Davies, 1977. Conflicts in Uses and Misuses of the Tidal Water Zone. Coastal Recreation Resources in an Urbanizing Environment, Monograph, University of Massachusetts and MIT Sea Grant Program. pp. 81-92.

## LEE E. KOPPELMAN

## Articles cont'd

Koppelman, Lee E., and J. Houseley, 1977. The Shoreline Erosion Control Act: Institutional and Legal Arrangements Necessary for Implementation. Journal of American Shore and Beach Preservation Association, Volume 45, Number 4. pp. 7-12.

\_\_\_, D. Davies and O. Carroll, 1978. Coastal Zone Planning: An Integrated Approach. Coastal Zone '78, Volume IV. A.S.C.E. pp. 2553-2564.

\_\_\_, 1978. Legal/Institutional Issues in 208 Management. Legal, Institutional and Social Aspects of Irrigation, Drainage and Water Resources Planning and Management. A.S.C.E. pp. 750-765.

\_\_\_, 1978. Policy Issues in Waste Treatment Planning. Journal of Urban Analysis, Volume 5, Number 2. pp. 251-272.

\_\_\_, and D. Davies, 1978. Political Problems of Erosion Control. Proceedings, Technical Paper Number 7, A.S.B.P.A. and Florida Sea Grant Program. pp. 67-86.

\_\_\_, 1978. Land Use and Human Settlement. Hudson Basin Project. The Rockefeller Foundation. pp. 90.

\_\_\_, 1978. Land Use: Changing the Ground Rules. New York Affairs, Volume 5, Number 2. pp. 62-75.

\_\_\_, and M. Moss, 1979. Consequences of Industrialization/Urbanization of the New York Bight. Chapter IV-A of MESA Handbook. 125 pp.

\_\_\_, and A. Kunz, 1979. Empty Desks: The Suburban School Dilemma. New York Affairs, Volume 5, Number 4. pp. 88-95.

\_\_\_, and S. Robbin, 1980. The Long Island Response to the Risks of Outer Continental Shelf Oil Production. Journal of Coastal Zone Management. Volumes 2, 3 and 4. pp. 163-185.

\_\_\_, et al, 1980. Coastal Land Use and Recreation. Report of North and Mid Atlantic Regional Conference on Ocean Pollution Research, Development and Monitoring. MIT Sea Grant Program. 10 pp.

\_\_\_, 1981. A Cause-Condition-Effect Model for the Integration of Coastal Data with Land Use Inventories, Ecuador. Proceedings, Seminar on Coastal Area Management and Integrated Development of the Coastal Areas, Guayaquil, Ecuador; 18-27 May 1981. 22 pp.

\_\_\_, 1982. Regional Planning in Suburban America, presented at Westfield State College, Westfield, Massachusetts, October 30, 1982. 25 pp.



## LEE E. KOPPELMAN

## Articles cont'd

Koppelman, Lee E., 1982. Coastal Development Planning: Public Policy, Technology and Education in Support of Commerce, Industry and Resource Management, presented February 8, 1982 at LaJolla, California and published in Coastal Resources Development and Management Needs of Developing Countries. National Academia Press.

\_\_\_, 1983. Political and Policy Responses to Sea Level Rise, Chapter 10, Sea Level Rise to the Year 2100. Hutchison Press, New York.

\_\_\_, and D. Davies, 1984. The Integration of Environmental Science and Regional Planning: The Past 20 Years - An Overview, presented at the national meeting of the National Association of Environmental Professionals, Baltimore, Maryland, April 16, 1984.

\_\_\_, 1985. Planning for Groundwater Protection: Long Island Case Study, Chapter 4 in Planning for Groundwater Protection. Academic Press, Inc., (Harcourt, Brace, Jovanovich), Orlando, Florida. 66 pp.

\_\_\_, 1986. Architectural Design for Residential and Nonresidential Markets of the Mid 80's: The Housing Affordability Issue, presented May 7, 1986, Rutgers University Development Impact Analysis Conference, Washington, D.C. 38 pp.

\_\_\_, and D. Davies, 1987. Citizen Education and Participation. Magoon, Orville T., et. al., eds. Coastal Zone '87. Proceedings of the Fifth Symposium on Coastal and Ocean Management, Seattle, Washington, May 26-29, 1987. American Society of Civil Engineers, New York, New York. Volume 4, pp. 3784-3797.

\_\_\_, and DeWitt Davies. "Management Priorities to Reverse the Decline of the Hard Clam Industry in Suffolk County, N.Y., U.S.A." published in Coastal Zone 89. Paper presented Tuesday, July 11, 1989, Charleston, South Carolina.

\_\_\_, "Maglev" in The Long Island Historical Journal, Stony Brook, New York, Spring 1991, Volume 3, No. 2, pp. 217-225.

\_\_\_, and Pearl M. Kamer. "Anatomy of the Long Island Economy: Retrospective and Prospective" in The Long Island Historical Journal, Stony Brook, New York, Spring 1994, Volume 6, No. 2, pp. 146-167.

\_\_\_, and Pearl M. Kamer. "Anatomy of the Long Island Economy: Retrospective and Prospective" in The Long Island Historical Journal, Stony Brook, New York. Fall 1994. Volume 7, No. 1.

\_\_\_, "The Quest for a Suffolk County Legislature" in The Long Island Historical Journal, Stony Brook, New York. Spring 1996.

**LEE E. KOPPELMAN****Articles cont'd**

Koppelman, Lee E., "Peconic County: The Myth and the Reality" in The Long Island Historical Journal, Stony Brook, New York. Spring 1997.

\_\_\_\_\_, "Environment vs. Development: Groundwater and Land Use Planning in Nassau and Suffolk Counties" in The Long Island Historical Journal, Stony Brook, New York. Fall 1997.

**AWARDS**

Certificate of Tribute, The Temporary State Commission on Water Resources Planning, May 1964.

Contemporary Achievement Medal for Regional Planning, Pratt Institute, May 1968.

Founder's Day Award (Scholastic Honor), New York University, April 1970.

Silver "Archie", special award for environmental preservation, Long Island Association, American Institute of Architects, Architectural Awards Program, 1971.

Gold Medal Community Benefactor Award, Long Island Association for Commerce and Industry, October 1971.

Distinguished Professor Awards, 1971 and 1972, State University of New York at Stony Brook, Department of Political Science.

Career Achievement Medal, Engineering and Architectural Alumni of the City College of New York, 1977.

Honorary Doctor of Laws, Long Island University, conferred at commencement C.W. Post College, May 21, 1978.

Elected to Sigma Xi, Honorary Scientific Society, January 1981.

W. Averell Harriman College Public Service Award, 1981 Commencement, SUNY at Stony Brook, May 17, 1981.

Honorary Affiliate Member, L.I. Chapter A.I.A., September 1981.

Citizen of the Year, National Society of Professional Engineers, L.I. Chapter, February 24, 1983.

Elected Honorary Member, American Institute of Architects, May 1984.

**LEE E. KOPPELMAN**  
Awards cont'd

Distinguished Alumnus Award, New York University, March 30, 1985.

Lone Eagle Award, Public Relations Society of America, February 24, 1986.

Medal of Honor, Long Island Association, May 15, 1987.

Distinguished Service Award, New York Metropolitan Chapter, American Planning Association, June 7, 1988.

Distinguished Leadership Award, National Honors Program, American Planning Association, May 1, 1989.

Third Annual Joseph Giacalone Award, April 22, 1988.

Dedication of Lee E. Koppelman Nature Preserve, East Hampton, New York, August 11, 1989.

Honorary Doctor of Humane Letters, Dowling College, conferred at commencement, June 2, 1991.

Special Award for Excellence in the Craft of Political Science from the Department of Political Science, SUNY at Stony Brook, 1991.

Distinguished Service Award, New York Metropolitan Chapter, American Planning Association, June, 2000.

Distinguished Service Medal, Foundation for Long Island State Parks, 2001.

**LISTINGS**

International Dictionary of Biography  
Who's Who in the World  
Who's Who in America  
Who's Who in American Education  
Who's Who in the East



## INTRODUCTION

The purpose of this report is to identify and describe the factors that contribute to the community of Long Island. Long Islanders have an established identity, from their language ("So you're from Lon Gisland?") to the lifestyle of the rich and famous, collectively known as either the Gold Coast of the Gatsby era or The Hamptons. These "trademarks" are known to include Nassau and Suffolk Counties exclusively.

Long Island has established a geographic identity as well, from government agencies, the Post Office, travel bureaus, promotional videos, media, and others. All of these have identified Long Island as one market, one common ground, known to include Nassau and Suffolk Counties exclusively.

An intense amount of interaction occurs on Long Island, more by desire than by chance. Residents of Nassau and Suffolk come together socially, culturally, economically and intellectually not just because of the proximity of the people, but because of the ease of movement within the area, the wide variety of opportunities offered for communication and contact, and the spirit of the people who live here and recognize the bonds and the common goals they have with their neighbors.

In almost all aspects of life, from both counties' early establishment in the 1600's by New England traders, to efforts to put a man on the moon, there have been unifying forces at work within Nassau and Suffolk. Shopping statistics from the local malls indicate significant overlap between their individual trade areas into one market. Media coverage and buying are oriented to a joint market for the two counties. Organizations draw memberships from both counties and return their focus on both counties. Colleges and universities educate Long Islanders, who together not only make up the majority of those currently enrolled, but a large part of the alumni, who still live and work in the community they call home: Long Island.

Not  
Part of  
Proposed  
Service  
Area

# TRANSPORTATION

## AIR TRANSPORTATION

There are no airports located in Nassau County, but there are 5 located in Suffolk. Due to increased congestion on roads leading to the two major NYC metropolitan area airports (Kennedy and LaGuardia, located in Queens County), increased congestion in those airports, fears arising out of the international aspects of Kennedy after 9/11, and aggressive marketing efforts of regional airlines operating out of MacArthur airport, there has been an increase in the number of Nassau residents using Suffolk facilities for air travel.

### YEAR 2001 FIGURES

| AIRPORT      | FLIGHTS | PASSENGERS | CARGO/TONS |
|--------------|---------|------------|------------|
| MacArthur    | 226,600 | 2 million  | 350        |
| Republic     | 196,400 | 15,000     | 250        |
| Brookhaven   | 55,300  | NA         | -          |
| Westhampton  | 90,200  | NA         | -          |
| East Hampton | 114,400 | 8200       | -          |

Source: Long Island Business News

According to the town of Islip (location of MacArthur Airport), total passenger traffic through August 2002 was 1,340,269. On an annualized basis, this will exceed last years figure.

## SURFACE TRANSPORTATION

### BUSES

In 1973, Nassau County consolidated several failing, decentralized bus companies into the Metropolitan Suburban Bus Authority, now known as LI Bus. The system operates 267 full size buses during peak hours, along with 70 mini buses. These vehicles run along 54 routes serving 96 towns, 47 Long Island Railroad stations, and 7 shopping centers, along with museums, colleges and beaches, in the county. In 2000, the buses carried approximately 30 million passengers, up from 28 million in 1998. The system operates throughout Nassau and into parts of Western Suffolk. Transfers are available with the Suffolk County System.

Suffolk County provides bus service through private mass transit providers. The overall system operates 152 full size busses during peak hours, along with 43 mini buses. These vehicles run along 50 routes. In 2000, ridership totaled approximately 4.8 million individuals.

Source: Nassau Suffolk Transportation Coordinating Committee report 2001.

LI Bus

## LONG ISLAND RAILROAD

The LIRR, started in the 1800's, is now the busiest commuter railroad in the nation. With the completion of the line to Greenport in 1844, it was a significant factor in the development on Nassau and Suffolk as working suburbs of New York City.

The LIRR carries over 250,000 riders each day, primarily between Nassau/Suffolk and Brooklyn, or Penn Station in Manhattan. Because of the overwhelming traffic flow, inter-station usage on Long Island is not tracked. The LIRR is not seen as an effective means of transportation between the two counties. Of the railroad's 10 lines, there are only three lines that pass into Suffolk. The main line, which branches at Hicksville (Nassau), continues on as follows:

| Branch         | Eastbound trains 6a.m. to 4 p.m. | Of those in Col 2...    |
|----------------|----------------------------------|-------------------------|
| Port Jefferson | 16                               | 9 end in Huntington     |
| Ronkonkoma     | 10                               | 3 continue further east |

Five of the busiest stations on these lines include stations in both Nassau and Suffolk

| NASSAU     | Passengers | Transfers |
|------------|------------|-----------|
| Hicksville | 6,300      | 15,500    |
| Mineola    | 2,800      | 9,600     |
|            |            |           |
| SUFFOLK    |            |           |
| Ronkonkoma | 6,000      | 14,000    |
| Huntington | 4,600      | 11,000    |
| Bayshore   | 3,400      | 9,000     |

Despite the magnitude of the Long Island Railroad system, most travel is by car, not by rail.

## HEALTH

The Long Island Breast Cancer Study Project, a \$30 million National Cancer Institute project involving a series of 12 studies about the possible connection between environmental contaminants and breast cancer in Nassau and Suffolk was made possible through the powerful efforts of Long Island women activists. The goal of this population based study, involving more than 3,000 Long Island women, was to determine if breast cancer incidence in Nassau and Suffolk was associated with DDT, PCBs and other toxins.

Source: *Networking* October 2002

## HOSPITALS

### North Shore-Long Island Jewish

“Much like the neighborhoods we work in across Long Island...the North Shore-Long Island Jewish Health System draws its strength from its diversity. From the cutting edge technologies being explored in our Research Institute to the caring touch of the health professionals at our community hospitals, the system strives to provide an unparalleled spectrum of services in the region.”

Part of the system includes:

Women's Health Center at Huntington- a pioneering hub for breast cancer care on Long Island

Southside Hospital in Bay Shore- regional provider of traumatic and medical rehabilitation services

Center for Emergency Medical Services in Syosset- largest hospital based ambulance service in the East

Schneider Children's Hospital- state-designated Regional Perinatal Center

Family Resource Center in Hempstead provides mobile pediatric care

“As Long Island's largest provider of Healthcare- and its largest employer- we embrace a corporate as well as professional responsibility to reach out to our community.”



## ENTERTAINMENT/RECREATION

Long Island is known nationally, and perhaps internationally, as a travel, tourism and entertainment destination. It is the largest island adjoining the continental United States with a shoreline of approximately 1200 miles. The North Fork is internationally known for its wine production, and the South Fork is a summer resort area that collectively is known as the Hamptons. The New York State Department of Tourism divided the state into 11 distinct regions for promotional purposes. Long Island, known to mean Nassau and Suffolk exclusively, is one of those identified regions.

Source: NYS Dept. of Tourism

Despite the extent of its reputation, Long Island remains a significant base/source of recreation and entertainment for residents of Nassau and Suffolk.

### Splish Splash- Riverhead (Suffolk)

Billed as the largest water park in New York State, this facility has attendance of approximately 500,000/year. It is estimated that at least 60% of attendees come from Nassau and Suffolk.

Source: Splish-Splash management office

### Wine Region- North and South Forks (Suffolk)

In a little over 25 years, the Long Island wine industry has grown from one small vineyard to nearly 3,000 acres of vines and over two dozen wineries producing world class wines. The Long Island wine region encompasses Nassau and Suffolk counties, with the majority of wineries and vineyards at the East End, on the North and South forks. "Long Island has clearly emerged as the regional wine leader in the Eastern United States", according to the *Wine Spectator* June, 2000. Tours, tastings, and other events attract between 500,000 and 600,000 visitors annually to the area, most from Long Island itself. The regions wineries were recently voted the Best Weekend Getaway from New York City by citisearch.com

Source: Long Island Wine Council

### Long Island Philharmonic Orchestra(Suffolk)

This musical group performs exclusively in Nassau and Suffolk. During the season, which runs from September to June, 17-20 concerts are held at various venues in both counties. Outdoor concerts typically draw 4000 attendees, and indoor concerts (Tilles Center, Nassau) draw about 1500. About 95% of the audience overall come from Nassau or Suffolk. Sponsors, both corporate and individual, come almost exclusively from Nassau and Suffolk.

Source Mark Gurstein, LI Philharmonic Marketing Director

Westbury Music Fair Westbury(Nassau)

Opened in 1956, Westbury Music Fair is ranked as one of the top 5 theatres nationwide with 3000 or less seats. The fair has 2,742 seats, is host to 150-170 events each year and total attendance last year was approximately 300,000. Although exact figures are not available, it was estimated that a majority of attendees were from the Nassau/Suffolk area.

Source: Marketing Dept. Westbury Music Fair

Jones Beach Theatre, Jones Beach State Park(Nassau)

Opened in 1952, the theatre provides an open-air setting for concerts during the summer months. Seating capacity was increased to 14,354 in the latter part of the 1990's.

Old Bethpage Village Restoration, Old Bethpage(Nassau)

Part of the Nassau County Parks system, this site was opened in 1970. It is a recreated village featuring historic buildings relocated to the site from both Nassau and Suffolk. Attendance figures exceed 100,000 per year. Since the village focuses on living history from early Long Island, it is popular for local school outings, and draws heavily from Nassau and Suffolk. It is the site of the Long Island Fair each October.

Source: Old Bethpage Village Restoration Administration

Citibank Park (formerly EAB Park), Islip (Suffolk)

This park is the Home of the Long Island Ducks (minor league baseball) and the Long Island Rough Riders (soccer). The inaugural season for the Ducks was 2000. The park seats 6000, and attendance in 2001 was 443, 142, an independent minor league baseball record. The Rough Riders, an A. League soccer team, had 2001 attendance of 14,268. The team ranked 3<sup>rd</sup> in league attendance in 1997 with 50,052 attendees. Both teams draw most of their attendance from Nassau and Suffolk.

Source: LI Ducks  
Rough Riders

Nassau County Aquatic Center, Eisenhower Park (Nassau)

Built for the special Olympics in 2000, this is the largest indoor competitive pool in the country, with 1,750 permanent seating and an additional 800 temporary seating. It is open to Nassau residents primarily, but hosts competitions including attendees from other locals as well.

Source: Commissioners Office, Nassau County Parks.

## Golf

One of the fastest growing sports on Long Island, there are 50 public and private courses in Nassau. Of the 78 public and private courses in Suffolk, no fewer than 13 were constructed in the last 10 years. Bethpage, the largest public golf facility in the world, hosted the 2002 U.S. Open and will do so again in 2009. Estimated attendance at this year's event was 350,000.

Source: U.S. Golf Assn.

Suffolk County operates four golf courses in its county parks. The West Sayville course is the most popular, with over 55,000 rounds of golf played last year. Although attendance at these courses is primarily county residents, visitors are also admitted at a higher fee.

Source: Suffolk County Parks Admin. Public Relations

There are approximately 430,000 golfers living in Nassau and Suffolk. Research has shown that golfers tend to most frequently play local courses (within 20 miles of home), especially if the selection is good. Several of the country's top 100 courses are located on Long Island.

Source: Long Island Golf Magazine, Publisher  
Circulation 20,000, almost exclusively in Nassau and Suffolk

## Parks

There are 150 public and private beaches in Nassau and Suffolk. There are over 21,000 acres in State parks alone in the two counties. Jones Beach and Fire Island are the two most popular. Attendance figures for all state parks on Long Island are attached at the end of this section.

Attendance at Jones Beach, established as a state park in 1929, averages between 7 and 8 million a year. "Our weekday crowd tends to be primarily a Long Island crowd; our weekend crowd tends to be a mix of Long Island and the city."

Source: Joseph Lescinski, Jones Beach Superintendent

### Excursions

The Long Island Railroad operates 50 One-Day Getaway trips (2002 schedule) to a variety of locations in Suffolk County, including the Wine area and Tanger outlet. All of these are between May and October, with the exception of the Tanger trip which is at the end of November. Although all of these trips originate at Penn Station in New York City, all have a pick-up stop in Mineola for Nassau residents that wish to tour the eastern part of the Long Island community.

Source: LIRR One-Day Getaway Schedule 2002

### Nassau Veteran's Memorial Coliseum, Nassau

This arena is host to concerts, trade shows, NY Islanders hockey games, and other events. Total attendance for the 200-01 season was 464,627. In the 2001-02 season, there were 41 home games with an average attendance of 14,548 per game. Islander fans are drawn heavily from Nassau and Suffolk.

Source: ESPN; Team Marketing Report

### Atlantis Aquarium, Riverhead (Suffolk)

One of Long Islands newest and fastest growing attractions, the aquarium was opened in 2000 and attendance for the first year was almost 500,000. Estimates are that at least 75% of the attendees were from Long Island.

Source: Marketing Dept. Atlantis Aquarium

### Long Island Marathon (Nassau)

In 1978, the Long Island Marathon was held for the first time in Eisenhower Park. "That was a key event," said Aldo Scandurra, founder of the Long Island Road Runners Club. "It was the first race that brought the entire Long Island running community together." In 1984, Long Island Marathon organizers added a half marathon, which is one of the country's largest 13.1 mile races. The estimated 5,000 Long Islanders who run at least one road race a year represent one of the most cohesive and visible sports communities on Long Island. There is a sense of community among Long Island runners."

Source: Long Island: Our story

### Long Island Convention and Visitors Bureau (Suffolk)

A sample of the major sporting events scheduled for Long Island is attached.

# SHOPPING

Primary centers of shopping in Nassau/ Suffolk

| MALL              | SQUARE FEET | NUMBER OF STORES |
|-------------------|-------------|------------------|
| <b>Nassau</b>     |             |                  |
| Roosevelt Field   | 2,200,000   | 260              |
| Broadway Mall     | 1,500,000   | 130              |
| Sunrise Mall      | 1,250,000   | 160              |
| <b>Suffolk</b>    |             |                  |
| Smith Haven Mall  | 1,376,000   | 162              |
| South Shore Mall  | 1,198,000   | 134              |
| Walt Whitman Mall | 1,100,000   | 107              |
| Tanger Outlets    | 632,000     | 168              |

Source: Long Island Book of Lists 2001

Roosevelt Field, Smith Haven, and Walt Whitman are all owned by Simon Properties of Indianapolis. All others listed above are independently owned.

## Tanger Outlet Mall- Riverhead

This is the eastern most major shopping center on Long Island. Tanger considers Long Island, defined as Nassau and Suffolk together, to be one market not only because the majority of the customers come from there, but because media ( ads on radio, TV, print etc) is purchased either for Nassau/Suffolk as a market or for NYC as a market.

Approximately 5.2 million cars, with 10-12 million people come to Tanger each year. Tanger is unique among the major Long Island shopping centers because it is destination shopping- visitors to the East End stop here as one of the attractions. The number of visitors has increased over the past few years due to:

- Promotion of tax-free shopping here
- Agri-tourism- wineries, farms, etc
- East end tourism promotions and bus trips
- Increased stay-at-home travel due to the economy and 9/11

The draw from Nassau has increased as well, so that currently, about 70% of the shoppers come from outside Suffolk:

### PERCENT OF TANGER SHOPPERS BY AREA OF ORIGIN

|         | 1999 | 2000 | 2001 |
|---------|------|------|------|
| Suffolk | 60%  | 40%  | 30%  |
| Nassau  | 16   | 25   | 40   |
| NYC     | 19   | 15   | 20   |
| Other   | 5    | 20   | 10   |

For YTD 2002, 9 of the top 20 Zip codes supplying shoppers to Tanger were in Nassau County:

|                     |                |   |                        |
|---------------------|----------------|---|------------------------|
| NYC                 | Jamaica        | Ridge                                   | <b>New Hyde Park *</b> |
| Flushing            | Huntington     | <b>Valley Stream</b>                    | Bayside                |
| Riverhead           | Hamptons       | S, Huntington *                         | Bronx                  |
| <b>Plainview</b>    | <b>Merrick</b> | <b>Syosset</b>                          | <b>East Meadow</b>     |
| <b>Massapequa *</b> | Wading River   | <b>Stewart Manor/<br/>Garden City *</b> | <b>Hicksville *</b>    |

Names in bold denote towns in Nassau.

- denotes towns in which one of the top 25 shopping centers on Long Island is located

Source: Marketing Department, Tanger Outlet Center- Jenine Nebons

In 1998, Riverhead residents spent \$138 million in non-gas products. Riverhead stores, however, recorded sales in the same time period of \$310 million. Wealthy seasonal residents, tourists and day-trippers account for a major part of the higher than expected sales figures. Tanger Mall taps into an even larger market, drawing people on excursion shopping trips from Nassau and even as far away as New York City.

Source: Town of Riverhead Proposed Comprehensive Plan July 2002

#### **Sunrise Mall, Massapequa**

No demographic information is maintained on shoppers. Sunrise Mall is less than 3 miles from the Nassau Suffolk border, and is on one of the major east-west routes that run through both counties. For a mall that size, it is reasonable to assume that the shopping draw is, at a conservative estimate, a 5 mile radius, which would overlap the two counties.

Source: Marketing Department, Sunrise Mall

#### **Walt Whitman Mall, South Huntington**

This mall is approximately 1 mile from the Nassau/Suffolk border. The primary market for the mall is about 10 miles (trade area extends East to Hauppauge, to the shore on the North and South, and to Westbury in the West). " Because of the shopping patterns and the mobility in the area, we don't even consider the line any more. We look at Nassau and Suffolk as one market, one community."

Source: Kathy, Marketing Department, Walt Whitman Mall

There are many elements that contribute towards making a geographic area a community. Traffic flows and shopping preferences indicate the movement of individuals, but do not measure what binds people together. Common goals, shared values, and established roots are some of the social factors that will help define the existence and depth of the true spirit of a community.

Long Island has many organizations that cross the Nassau and Suffolk county borders, bringing people, ideas, and resources together for the common good of the residents, as well as the businesses, of this community. Some of the larger and more influential organizations are listed below:

**DIOCESE OF ROCKVILLE CENTRE- Rockville Center**

The center of the Catholic religion for Long Island. The diocese was formed in 1957, when it separated from the Diocese of Brooklyn so that it could better serve the residents of Long Island. Covering all of Nassau and Suffolk counties, the Diocese represents 1,548,623 Catholics (52% of the population of the 2 counties). The diocese includes:

|              |                               |
|--------------|-------------------------------|
| Parishes     | Nassau-65; Suffolk-68; Both-1 |
| Priests      | 434                           |
| Sisters      | 1419                          |
| Hospitals    | Nassau-2; Suffolk-3           |
| Colleges     | Nassau-1; Suffolk-1           |
| High Schools | 11- total of 11,299 students  |
| Employees    | 12,500                        |

Rallies, conferences, workshops, ministry training, and other courses are held on a regular basis throughout the year at various locations and contribute greatly to the interrelationship between members of this significant portion of the population.

Source- Office of the Diocese of Rockville Centre. 2001 figures

In addition, the Diocese also supports Catholic Charities of Long Island.

**CATHOLIC CHARITIES-Hicksville**

“ For more than 40 years, Catholic Charities of the Diocese of Rockville Centre has pursued its mission to insure that all Long Islanders have the basic necessities of life, maintain their dignity, and can participate in the life of the community.”

Catholic Charities Directory, 2002

To this end, Catholic Charities served 59,458 individuals in Nassau and Suffolk in 2001 in a variety of ways including:

- Chemical Dependency Services
- Child and Family Health Services
- Food Program- four sites(2Nassau, 2 Suffolk) serve 18,000 people a month
- Mental Health Services
- Parish Social Ministry

Residential Services for people with developmental disabilities

11 residences operated- 8 Suffolk; 3 Nassau

Catholic Charities also sponsors conferences and workshops throughout the year that bring parishioners together from all areas of Nassau and Suffolk.

#### PRESBYTERY OF LONG ISLAND- Commack

The center of the Presbyterian religion on Long Island. This religious group has a long history in the area. Southold (Suffolk county) is the oldest continuously worshipping Presbyterian congregation in the US. The Smithtown church (Suffolk county) will celebrate its 325<sup>th</sup> anniversary next year. There are 57 Presbyterian churches in Nassau and Suffolk, representing 14,000 individuals. The Presbytery assembles 5 times a year for business, fellowship and inspiration, bringing together members from all parishes. In addition, there are 31 councils on Long Island, with members in each council drawn from churches in both Nassau and Suffolk.

Source- Office of the Presbytery of Long Island

#### EPISCOPAL DIOCESE OF LONG ISLAND- Garden City

The center of the Episcopal religion on Long Island. The landmark Cathedral of the Incarnation in Garden City draws visitors and the faithful alike. The Diocese includes 42 churches in Nassau and 51 in Suffolk. The monthly newsletter, *The Dominion*, is available in all the churches and online at [www.dioceselongisland.org](http://www.dioceselongisland.org).

#### LONG ISLAND COUNCIL OF CHURCHES-Hempstead

"The Long Island Council of Churches is the coordinating body for the ecumenical work of churches in Nassau and Suffolk counties on Long Island. It was formed in 1969 through the merger of separate, pre-existing groups in the two counties... and operates its programs from two offices; one in Hempstead (Nassau) and the other in Riverhead (Suffolk)."

"The Long Island Council of Churches unites diverse Christians to work together to improve Long Island and to promote interfaith understanding and cooperation."

Source- Long Island Council of Churches [www.nccusa.org/ecmin/licc](http://www.nccusa.org/ecmin/licc)

The Council also has established a multi faith forum, providing speakers for all Christian religions and 12 other faiths on Long Island. Their newsletter has a circulation of over 28,000 exclusively to Long Islanders. The Council also runs a food pantry in each county, and receives contributions from all over the bi-county area. They are a grateful recipient of a grant from Newsday to provide assistance to Nassau and Suffolk victims of 9/11.

L.I Council of Churches- Anne Vaughn, Dir. Social Services



### INTERFAITH NUTRITION NETWORK (INN)- Hempstead

The INN was founded in 1983 by volunteers, and has grown to become the largest human services agency of its kind on Long Island. Their programs provide emergency assistance to many of the 350,000 Long Islanders who need food assistance and the more than 45,000 who are homeless. With the help of over 2000 volunteers and 65 employees, the INN operates:

|                    | Nassau | Suffolk |
|--------------------|--------|---------|
| Soup kitchens      | 10     | 8       |
| Emergency shelters | 2      | 2       |
| Housing programs   | 1      | 2       |
| Long term sites    | 8      | 11      |

Source: INN volunteer office, Hempstead

### BIRTHRIGHT OF LONG ISLAND-Mineola

The mission of this organization is to support, through counseling, medical advice, and financial assistance, the right of every pregnant woman to give birth and the right of every child to be born. Birthright operates 10 centers in Suffolk and 2 in Nassau.

Source- material obtained from the director of the Mineola office

### LONG ISLAND CARES-Hauppauge

“Long Island Cares is a not-for-profit, community based, regionally responsive organization working in partnership with charitable agencies in Nassau and Suffolk Counties. We are the leading anti-hunger organization and the only food bank on Long Island.” “Founded in 1980 by the late singer Harry Chapin, LI Cares...raises the nutritional standards of our **community**, brings into closer relation the resources and food needs of the **community**, and encourages food self-reliance for all Long Islanders.”

“ In 2001, LI Cares distributed 4 million pounds of food and household goods to agencies in Nassau and Suffolk, which in turn support over 50,000 people a week. It is the only contracted organization in our area for the distribution of food from U.S.D.A and NYS Dept. of Health. “

Source: Long Island Cares website [www.licares.org](http://www.licares.org)

### LONG ISLAND COMMUNITY FOUNDATION-Jericho

“The Long Island Community Foundation is one of several hundred community foundations throughout the United States that together comprise the nation’s fastest growing form of philanthropy. Founded in 1978, the Long Island Community Foundation serves as the Long Island arm of the New York Community Trust for the 3 million residents of Nassau and Suffolk Counties. The Mission of the Long Island Community Foundation is to enhance the well-being of the people and the communities of Long Island.”

Source: Long Island Community Foundation [www.licf.org](http://www.licf.org)

#### UNITED WAY OF LONG ISLAND-Deer Park

“United Way of Long Island builds the **Long Island community**(emphasis added) by supporting the services and programs of 175 health and human services agencies and promoting community solutions. “

“United way is a community investment that works. When you give to United Way, your dollars are invested right back into the **Long Island community** (emphasis added). Your gift makes a positive difference in the quality of life of the people around you.”

“ Community volunteers and our volunteer board of directors come from all walks of life and reflect the cultural diversity of Long Island.”

Source: United Way of Long Island [www.unitedwayli.org](http://www.unitedwayli.org)

## VOLUNTEERISM

#### Long Island Volunteer Center

Created in 1993, the Center is a non-profit organization that encourages people to engage in service to their community. It sponsors a number of programs that bring together volunteers from Nassau and Suffolk. Funded in part by LIPA, it was a key opportunity for non profits to network for the common good and improve the quality of life for all Long Islanders.

As part of the UN declaration of 2001 as International Year of Volunteers, Long Island volunteer managers gathered at SUNY in Stony Brook for a conference on The Future of Volunteerism on Long Island.

The Long Island Volunteer Center has recently inaugurated a Long Island Volunteer Hall of Fame. Inductees are limited to founders of Long Island non-profit organizations and must be in operation on Long Island(Nassau and Suffolk only) for a minimum of 10 years.

Source: Long Island Volunteer Center [www.iyv2001.org](http://www.iyv2001.org)

#### Long Island Volunteer Enterprises (L.I.V.E.).

This organization, founded in 1992, brings together groups of volunteers who are employees of Long Island corporations to work on projects on behalf of non-profit organizations located in Nassau and Suffolk counties only. On average, between 125 and

200 projects are submitted annually from each county, and over the years more than 10,000 volunteers, representing over 300 companies, have contributed almost 100,000 hours of work to make Long Island a better place to live.

#### Action Long Island

“This is a volunteer advocacy organization of concerned leaders from the business, professional, labor, education, government, and civic communities of Nassau and Suffolk who have joined together with local, county, state, and federal officials for the mutual benefit of the business climate and quality of residential life in the region.”

On October 25, 2002, nearly 3,000 Long Island middle school students participated in the second annual Kids in Action Youth Conference at SUNY Farmingdale (Suffolk) to reflect on what today’s youth can contribute to the community and the world.

“Kids in Action is an ideal forum for corporate and organizations to showcase their commitment to the **Long Island community** (emphasis added) and to demonstrate their concern for youthful achievement. The exclusive Corporate Leadership Luncheon immediately following the conference will provide an excellent networking opportunity for Long Island business leaders.

Source: *Long Island Business News* October 18, 2002 and Action Long Island

## ORGANIZATIONS

In addition to the religious and charitable organizations that were highlighted in the previous section, below is a list of some additional active organizations that are focused on constituents on Long Island as a whole, not just a single county, bringing together people and resources for the common good of the entire community.

### Long Island Neighborhood Networks

Mission- to promote awareness of environmental issues in Nassau and Suffolk.

### Long Island Import/Export Council

Mission- to help Long Island companies generate profits from importing and exporting. Membership includes 33 manufacturing and 86 service companies in Nassau and Suffolk.

### Long Island Power Authority

Mission- to provide electricity to Nassau and Suffolk residences and businesses

### Long Island Board of Realtors

Mission- to provide education, training and support to the 16,000 member real estate agents working in Nassau and Suffolk.

### LI Offshore Wind Initiative

Mission- to explore the feasibility of wind powered electric generation for Long Island, in collaboration with New York State, LIPA and other agencies.

### LI Women

Mission- to provide information on self-development, self-discovery, and issues affecting the lives of women in our community.

### Long Island Small Business Assistance Corporation

Mission- to provide financial, technical and other support to small businesses located in Nassau and Suffolk.

### Long Island Venture Group

Mission- to promote expanded and vigorous business development in the Long Island region. LIVG seeks to create a productive and business-friendly environment that will afford area businesses with access to the resources necessary to compete successfully in today's markets. Founded in 1984, this organization is part of the Business Development Center of Hofstra Univ.

### Long Island Development Office

Mission- provide financial and technical assistance to small businesses on Long Island. Its intent is to encourage economic stability and growth in Nassau and Suffolk counties.

## ESTABLISHING COMMUNITY ROOTS

### GENERAL POPULATION

Home ownership, a key indicator of a stable population, was at 79.7% for Nassau and Suffolk. Among the 75 largest metropolitan areas in the country, Long Island had the third highest percentage of households who were homeowners. In terms of New York State metropolitan areas, Nassau/Suffolk ranked first in terms of home ownership.

Source: U.S. Census 2000

|         | Residents in same house 5+ years | Residents in same house 30+ years | Residents in same county 5+ years |
|---------|----------------------------------|-----------------------------------|-----------------------------------|
| Nassau  | 69.9%                            | 20.0%                             | 26.5%                             |
| Suffolk | 64.7%                            | 14.2%                             | 22.4%                             |

In both 1990 and 2000, Nassau and Suffolk were ranked number 1 and 2 respectively out of the 62 counties in New York State in terms of percent of residents who have lived in the same house for an extended period of time.

Source: U.S. Census

### SENIORS

“Long Island has a large and growing senior population. As of the 2000 census, 326,798 Nassau residents and 300,334 Suffolk residents were age 55 or older. This was equivalent to about a quarter of Nassau’s population and 21 percent of Suffolk’s. More than 170,000 bi-county residents were at least 75 years of age. Another 400,000 bi-county residents are between 45 and 54. These residents are dispersed throughout the two counties. Today, more Long Island seniors are choosing to remain on Long Island, close to family and friends, instead of migrating to Sunbelt states as in the past.”

Source *Satisfying the Needs of Long Island’s Growing Senior Population*  
Pearl Kamer, LIA Chief Economist July 2002

With more seniors staying in the Long Island community, the need for housing will continue to increase.

Of the 6000 new housing units build on Long Island each year, about 2,000 are earmarked for seniors. Only one third of these units are rentals. All told, there are approximately 50 active retirement communities operating on Long Island, although the demand could accommodate up to 150 such communities.

Source: Long Island Builders Institute, Bob Wieboldt EVP, *Newsday* 10/25/02

## ASSISTED LIVING FACILITIES

|        |         |
|--------|---------|
| Nassau | Suffolk |
| 18     | 35      |

Source: Empire State Assn. Of Adult Home and Assisted Living Facilities

Nassau/Suffolk ranked number 1 outside of NYC in terms of the number of residents aged 75 and over.

Source: U.S. Census 2000

Typically, senior care facilities look at the population of an area that is 75+ years old, and the family influencer group (those age 45-69). These are adult children who play an important role in deciding where aging parents will reside. The market draw for typical senior housing/ assisted living residences is 5-10 miles for 60-70% of project residents.

Source: Report prepared for proposed assisted living facility in Garden City  
Care Matrix 11/96

Even in the early days of established retirement communities, there was a significant amount of interest among local residents to remain on Long Island.

Leisure Village- Brookhaven, Suffolk County  
52% of initial residents originated from Nassau and Suffolk  
Of that segment – 62% Nassau 38% Suffolk

Homestead Village, Brookhaven, Suffolk County  
64% of initial residents originated from Nassau and Suffolk  
Of that segment – 7% Nassau 93% Suffolk

Source: Suffolk County Retirement Study 1976

## BUSINESSES

In a recent business poll, the number of respondents planning to relocate off Long Island was at an all time low of 3%. This number has steadily dropped from a high of 17% in 1994. In addition to remaining on Long Island, 38% of Nassau respondents planned to expand their facilities, and 57% of Suffolk respondents planned to expand facilities.

Source: 2000-2001 Long Island Economic Survey and Opinion Poll

## STUDENTS

Adelphi Total alumni 78,355

| Total Alumni | Nassau | Suffolk |
|--------------|--------|---------|
| 78,355       | 13,824 | 20,397  |
|              | 17.6%  | 26%     |

43.6% have decided to remain on Long Island

## COMMON CHARACTERISTICS

|   | Nassau         | Suffolk        |
|---|----------------|----------------|
| Living in same house 5+ years                 | 70%            | 65%            |
| Retail sales 2000                             | \$21.7 billion | \$19.5 billion |
| # retail establishments 2000                  | 9,564          | 9,017          |
| 2000- population                              | 1.307 MM       | 1.391MM        |
| 2000-Households                               | 440,000        | 448,000        |
|   |                |                |
| Sales tax rate                                | 8.5            | 8.5            |
| Pop. Density ranking in New York State        | 8              | 6              |
| Driving time to work/minutes                  | 34             | 32             |
| % home ownership                              | 80             | 80             |
| % population below poverty                    | 5              | 6              |
| Federal funds and grants (\$Bil)              | 6.9            | 7.3            |
| # private non-farm establishments             | 46,686         | 42,477         |
| % high school grad or higher                  | 87             | 86             |
|   |                |                |
| % of labor force in edu./health care industry | 24             | 23             |
| % own 2+ vehicles                             | 63             | 67             |

Source: U.S. Census 2000

## **Eric Habben, 80 Enterprises**

Eric has more than 20 years of diversified experience in the financial services industry. At NatWest, he managed 40 analysts in the bank's centralized credit department, created and directed the Center for Information Services supporting the worldwide offices of the entire banking group, and developed the corporation's first business and consumer marketing databases. As Assistant Vice President for Market Research at European American Bank, he designed and managed projects for investments, consumer products, and small and middle market business relationships. Responsible for all aspects of the research process, he provided market-focused analyses to assess needs, identify competitive issues, and quantify customer satisfaction.

Eric has participated in a broad range of community service activities for many years. As a member of Long Island Volunteer Enterprises (L.I.V.E.), he has coordinated special events and led teams of workers in a variety of projects to benefit nonprofit organizations in Nassau and Suffolk.

As an independent research consultant, he has provided data and analysis on a variety of projects for clients in the financial, academic, and service industries. An avid traveler, Eric has created a series of informative travelogues, which he has presented to civic, religious, and educational groups.

Eric holds a Bachelors degree in economics and urban planning from Lehigh University in Pennsylvania and a Masters in Business from Adelphi University in Garden City.



From Suffolk County WEB SITE

# SUFFOLK COUNTY GOVERNMENT

Robert J. Gaffney, County Executive

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Tue, Jun 10, 2003



County Executive:  
Robert J. Gaffney

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Eric A.  
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### Gaffney Pushes Cooperation with Nassau in Annual Address

#### Urges Caution On County Finances In Face Of Uncertain Economy

\* Increased cooperation and shared use of facilities with Nassau County could help both counties control costs to taxpayers in the face of the slowing economic conditions being experienced following the terrorist attacks on the World Trade Center, Suffolk County Executive Robert J. Gaffney said today.

In his annual State of the County Address to the Suffolk Legislature, Gaffney said that recent meetings between he and Nassau County Executive Thomas Suozzi had led to the development of a bi-county action plan. The effort will include the establishment of a task force to identify opportunities for intermunicipal cooperation, and a team approach by the two chief executives in pressing for help on issues of mutual concern in Albany and Washington.

In an historic first, Suozzi joined Gaffney for the address delivered before a packed house at the Suffolk Legislative Auditorium in Hauppauge. The pair will travel to Albany together next week to lobby state lawmakers, and are planning a trip to the nation's capitol later this spring.

"We are entering a new era of cooperation between our counties that will be especially important as we struggle to meet the rising cost of state-mandated programs in a slowing economy," said Gaffney. "Both counties need relief from the state and federal governments on many of the same issues, and we will have much more clout working together as a region than we do individually."

The county executive warned the Legislature that sharp increases in state-mandated costs, combined with the regional economic slowdown in the wake of the attack on the World Trade Center, threaten to weaken the county's financial condition. He urged the lawmakers to take a cautious approach towards county finances.

The former FBI agent noted that the county also faces increased costs related to terrorism preparedness efforts, and said that public safety "must be our number one priority."

"State-mandated costs for Medicaid and institutional foster care alone increased \$36 million this year, an amount equal to nearly 70 percent of the county's general fund property tax warrant," noted Gaffney. "At the same time, we are being forced spend millions more on terrorist preparedness to protect the public safety, and sales tax revenues have stopped growing. We need to be very, very cautious."

A key point of contention for the two county executives is the fact that local taxpayers have been footing the bill for county police to patrol the Long Island Expressway and Sunrise Highway, both of which are state roads. While Westchester County has been receiving state funding to offset similar costs, Nassau and Suffolk spent \$20 million patrolling state roads in 2001 and have received no reimbursement at all, Gaffney said.

"Taxpayers in Nassau and Suffolk can't afford to subsidize security patrols for state roads anymore," said Gaffney, "It's a double-whammy for the state to continue getting police coverage out of our budgets while forcing us to absorb millions in new mandated costs each year."

The county executive asked the Legislature to join him in expressing strong support for Governor George E. Pataki's previous proposal of an amendment to the State Constitution which would prohibit the state from enacting mandates on counties unless it provides funding to pay for them.

In addressing other matters, Gaffney:

Announced plans to create a special memorial to victims of the attack on the World Trade Center, and paid tribute to county emergency workers who assisted New York City in responding to the attack.

Proposed legislation to formally recognize the county's Terrorism Response Task Force, which was established by administrative action in 1999.

Announced the appointment of a new director of the county's Real Estate Division.

Urged the Legislature to support his proposal to strengthen the county's Code of Ethics and enact reforms recommended by a joint executive-legislative panel that reviewed the county's land acquisition programs.


Touted the national recognition the county has received for its innovative programs to combat smoking and tobacco use, funded by the National Tobacco Settlement Agreement.

[2002 State of the County Address](#)

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News from  
Nassau County Executive  
Thomas R. Suozzi

Press Office, One West Street, Mineola, New York 11501 (516)571-4225

For Immediate Release

January 24, 2003

**County Executive Enters Nassau into Bi-County Adopt-a-Shelter  
Disaster Plan for Long Island**

Nassau County Executive Thomas R. Suozzi was joined by Suffolk County Executive Robert J. Gaffney and representatives from American Red Cross chapters in Nassau and Suffolk counties to announce a new Bi-County Shelter Plan. The community-based Adopt-A-Shelter disaster partnership is designed to create shelter capacity for 200,000 Long Islanders in the event of a disaster by training hundreds of volunteers to assist Red Cross workers in staffing shelters. The plan was unveiled today at the Interfaith Church on the C.W. Post Campus.

"When disaster strikes, this island must be ready, and the only way we can be fully prepared is by working together. This partnership will ensure that we are not caught off guard or short handed", said County Executive Suozzi.

The Adopt-A-Shelter plan will recruit volunteers from corporate, community, local government and civic organizations, academic, religious, and social institutions. These volunteers will be trained to operate and run disaster shelters located throughout Long Island. The Nassau and Suffolk Offices of Emergency Management will work collectively to recruit volunteers for the program and the American Red Cross in Nassau and Suffolk counties will provide training, materials and management expertise.

"The more we can get local partners involved, such as civic groups, the better prepared we can all be for any disaster," said Ximena Rua-Merkin, Interim Chief Executive Officer of the American Red Cross in Nassau County.

Nassau organizations interested in participating in the Bi-County Shelter Plan can call (516) 747-3500.

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From Nassau County WEB  
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Monthly Update - March, 2003

Monthly Economic Update  
By Dr. Irwin Kellner  
Chairman, Council of Economic Advisers

March, 2003

New data from the New York State Labor Dept. show that the job market on Long Island was much weaker over the past two years than previously estimated. Employment was revised downward each month beginning in 2001, so that instead of ending up last year with 1,250,000 jobs, Nassau and Suffolk combined had 15,100 fewer jobs for a total of 1,234,900. By the same token, instead of showing positive comparisons each month compared with the year before throughout most of 2001 and 2002, the Island's jobs have shrunk year-to-year in 15 of the past 16 months.

This sets the stage for January 2003's data. Preliminary estimates show a loss of 5000 jobs compared with the same month last year. Assuming the peak of 1,253,800 jobs of December 2000 holds, the Island has now lost over 74,000 jobs in just over two years. This is a much faster rate than the 88,000 jobs that were shed when the Island underwent its last recession, between 1989 and 1992. Not surprisingly, the bi-county unemployment rate is now back to 4.5 percent—matching its highest level of the current cycle, with Nassau at 4.1 percent and Suffolk at 4.9 percent.

Reflecting this drop in employment, Nassau County's sales tax revenues have fallen for three months in a row, when compared with the year before—the first time this has happened in recent memory. The 12-month moving total through January is now up less than 4 percent, compared with nearly 6 percent back in October. Some of this downtrend also appears to trace to purchases being made in Suffolk County, whose sales tax revenues have been growing much faster than Nassau's and at midyear surpassed Nassau's for the first time in history on a 12-month basis.

Thanks to mortgage rates that are the lowest since the late 1950s, Long Island's housing market remains strong. Sales of existing homes rose about 28 percent in December compared with the year before, while median closing prices in January were 20 percent higher than in January 2002. For Nassau, this marks the fifth straight year of double-digit increases. Median home prices in Nassau County are now more than double what they were five years ago, a jump many times the rise in local personal incomes. When combined with the recent declines in employment, this makes the need to develop affordable housing a key issue.

Comm.  
Labor  
Market

Trade  
Patterns

From NASSAU County  
WEB SITE



**VOLUNTEER CENTERS**

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# Points of Light Foundation & Volunteer Center Nation

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## Long Island Volunteer Center

58 Hilton Ave  
Hempstead, NY 11550-2122

**Contact:** Diana O'Neill  
**Phone:** (516) 564-5482  
**Fax:** (516) 564-5481  
[E-mail](#)

Center Open since 1992

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**Structure:** Independent 501(c)3

**Service area population:** 2,800,000

**Number of volunteers connected:** 5,000

**Number of full-time staff:** 2.0

**Number of organizations served:** 600

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1400 I Street, NW Suite 800 Fax: 202.7  
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World Volunteer Web

News release

November 20, 2000

## UN Declares 2001 as International Year of Volunteers *Long Island Non-profits Network for the Common Good*

Long Island's volunteer managers will gather at the State University of New York at Stony Brook for a conference on the "Future of Volunteerism on Long Island/Networking for the Common Good", Wednesday, November 29, from 8:30 a.m. to 2:00 p.m. Registration is \$30.00 in advance (\$40.00 at the door); breakfast, lunch, and free parking are included.

Funded in part by a grant from the Long Island Power Authority, this conference is an important springboard event toward developing a strategic vision for volunteerism on Long Island. It will also serve as the official Long Island kick-off of the United Nation's declaration of 2001 as International Year of Volunteers (IYV2001). A coalition of non-profit organizations has been formed to implement IYV2001 and representatives will be speaking at the conference about a series of events and activities planned throughout the year. Also the imminent distribution of an Islandwide survey of volunteer programs will be announced. For more information about IYV2001 on Long Island, contact Susan Brody-Wood, AHRC Nassau Chapter (516) 626-1000, ext. 1313, or Tom Williams, Suffolk Community Council, (631) 348-4040. For more information about the conference, contact Genie Portillo, SUNY at Stony Brook Career Center, 631-632-6814.

A theme of the gathering is on the power of volunteerism-how one individual can change the world by being a voice for society's most vulnerable and how collective action can meet the demands of social responsibility to conscientiously work toward solutions to improve communities and the quality of life for all Long Islanders. Attendees will be welcomed by State University at Stony Brook President, Shirley Strum Kenny. Jean Kelly, Executive Director of The Interfaith Nutrition Network, will keynote the program. Joan Imhof, President of the Long Island Volunteer Center and Director of Newsday's FutureCorps, will moderate. Workshops will be offered on volunteer management themes-each designed to inspire and encourage those attending to meet the challenges of purposeful action needed to become change agents for societal good. A networking session will close the day providing opportunities for developing a strategic vision for volunteerism on Long Island and explore the feasibility of a Suffolk-based Volunteer Center satellite.

The conference steering committee includes representatives from the University, as well as the Association for Professional Volunteer Administrators, Long Island State Veterans Home, Long Island Volunteer Center, Suffolk Community Council, Three Village School District, and Ward Melville High School.

Created in 1993, the Long Island Volunteer Center is a nonprofit organization that encourages people to engage in service to their communities. It also establishes collaborations for community outreach initiatives between business, academia, and nonprofit organizations to link human resources and community needs. The Center maintains a directory of the great variety of agencies which serve the many needs and issues of Long Islanders and the volunteer positions available. For more information, call (516) 564-LIVC (5482), fax (516) 564-5481, or email livolunteerctr@aol.com.

###

8:30 a.m. Registration  
9:00 a.m. Remarks by President Kenny  
9:30 a.m. Imhof moderates keynote address by Kelly  
10:30 a.m. Press Conference; workshops begin  
12:15 p.m. Luncheon address by grassroots community leader

**SCHUMER PLAN WOULD INJECT \$167 MILLION INTO LONG ISLAND TO RELIEVE LOCAL BUDGET W/C**

*Schumer bill would send \$84 million to Suffolk governments, \$83 million to Nassau governments to stem possibility of cuts in essential services and tax increases*

*Schumer and County Execs Suozzi, Gaffney promote bipartisan aid bill that would send \$2.5 billion to New York State, with half going directly to local governments*

Standing with Suffolk County executive Robert J. Gaffney, a Republican, and Nassau County Executive Thomas R. Suozzi, a Democrat, US Senator Charles Schumer today unveiled a plan that will go a long way toward fixing New York's budget deficit by providing \$2.5 billion in direct federal aid to New York State and its localities. With local governments facing the prospect of raising taxes or cutting essential services, Schumer estimates that his bill could send about \$84.1 million to town, city and county governments in Suffolk County and \$82.9 million to town, city and county governments in Nassau County. Both counties would be able to use these funds to prevent cuts in essential services.

Note: Web Site  
Indicates "For  
Immediate Release:  
March 3, 2003"

"New York is still reeling from the blow of 9/11," Schumer said. "If there was ever a time that we needed an emergency infusion of federal dollars to help solve the fiscal crisis that threatens to cripple our economy and undermine our State's quality of life, this is it. The bill that Senator Snowe and I are proposing is intended to help stop the bleeding. It will hopefully keep the state and our local governments from being forced to take drastic measures such as cutting essential services like Medicaid, police, and health care or further raising taxes."

"At a time when the slowing economy and skyrocketing mandated costs are threatening to break the back of County governments, this bi-partisan plan would provide real protection for Suffolk County taxpayers. Since the largest single budget problem we face is the fact that local taxpayers in New York are forced to foot part of the bill for Medicaid, which is a federal program, Senator Schumer's proposal is fair and equitable, as well," said Gaffney.

"For the past 23 years the federal government has increased its mandates while reducing essential funding. With the economic downturn, the continued state of alert post 9/11, and the possibility of war abroad, the need for this assistance to governments is critically necessary. Thank you, Senator,

for helping out our State and our County," said Suozzi.

Schumer's effort was spurred by the acute fiscal crisis currently being felt in New York and localities across the state that are forcing local governments to consider raising property taxes or curbing essential services.

In response to the fiscal crisis affecting municipalities across the state, Suffolk and Nassau County recently announced a series of budget cuts which will close certain parks and social service centers, while reducing staff for a wide variety of other services.

States are facing their worst fiscal situation since World War II with budget deficits estimated to be as high as \$90 billion. Since almost all states are required by law to balance their budget, these fiscal conditions are forcing states throughout the country, including New York, to make difficult decisions about whether to raise taxes or cut essential services. In New York, the deficit's percentage of the state budget is estimated to be in the range of 20% or more. To deal with this shortfall, New York is considering a tuition hike at public colleges, Medicaid cuts, and fee increases. New York is also struggling to find ways to pay for new homeland security expenses, including patrolling ports, bridges and tunnels, and training emergency personnel.

To make matters worse, the burdens on the states are coinciding with the highest national unemployment levels in years. The slump in the job market is the longest in decades. Overall economic growth has been very low, and is not expected to increase in the foreseeable future with many economists projecting growth of less than 2%. The nest eggs that families had saved for their children's education or family emergencies or their own retirement have been wiped out by the declines in the stock market, which in 2002 had its worst year since 1974, down approximately 23%.

In an effort to help communities in New York and throughout the country deal with declining revenues and budget shortfalls, Schumer has introduced legislation with Maine Republican Senator Olympia Snowe that would send \$40 billion to states and localities throughout the country to help them weather their current fiscal crises. The first \$20 billion will be allocated to each state based on population. The second \$20 billion will be allocated based on the change in each state's unemployment level from 2000 to 2002. Half of the total amount of aid going to each state will go to local governments. Overall, New York is expected to receive approximately \$2.5 billion from the plan.



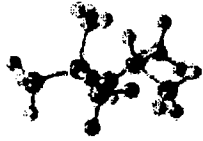
"After 11 straight years of general budget surpluses, Suffolk County is projecting a budget gap for 2004 of nearly \$200 million, resulting from mandates and other factors County government has no power to control.

Suffolk County taxpayers could really use some help from the federal government to get through these trying times, and this proposal would provide exactly the kind of help they need," said Gaffney.

"Senator Schumer's legislation would provide sorely needed help for Nassau County and Long Island as a whole," said Suozzi.

"As the federal government starts debating how to stimulate the national economy, we must remember that our states and cities are important partners in any recovery. This bill will help struggling cities and counties that in turn will take a big step towards getting our economy back on track," Schumer said.

###



### Regional Technology Development Centers

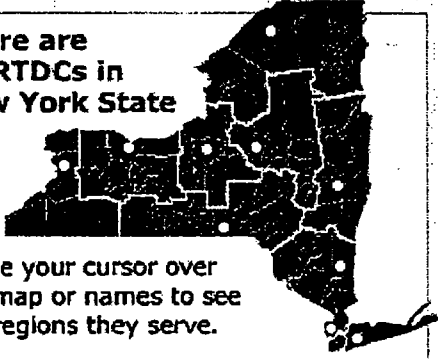
As a network of 10 independent, not-for-profit organizations, Regional Technology Development Centers cultivate the growth of high-tech industry and help smaller manufacturers modernize. The organizations share a common commitment to providing direct, strategic assistance to companies in the areas of entrepreneurship, technology commercialization, product development, high-tech business incubator management and technology transfer services. Primarily through three programs — the technology development organization (TDO) program, the Manufacturing Extension Partnership (MEP) program, and the Industrial Technology Extension Service (ITES) program — RTDCs provide entrepreneurial and business assistance, financing and venture capital information, and Federal research grant information and assistance. RTDCs receive both Federal and State financial support.

**FAST Partnership**  
Funding R&D through the federal SBIR and STTR program

- Centers of Excellence
- Strategically Targeted Academic Research Centers
- Advanced Research Centers
- Centers for Advanced Technology
- Regional Technology Development Centers
- Science & Technology Center

- Alliance for Manufacturing and Technology
- Center for Economic Growth
- Central New York Technology Development Organization
- Council for International Trade, Technology, Education and Communication, Inc.
- High Technology of Rochester, Inc.
- Hudson Valley Technology Development Center
- Industrial & Technology Assistance Corporation
- Long Island Forum for Technology, Inc.

**There are 10 RTDCs in New York State**



Pause your cursor over the map or names to see the regions they serve.

Click on the map or names for more information and links to their sites.

- Mohawk Valley Applied Technology Corporation
- Western New York Technology Development Center

This feature requires Flash. You may download it for free by clicking on the link below. If you don't wish to install the Flash player, please visit our alternate page. [Download free Flash player](#) | [Go to the alternate RTDCs page](#)



[Back to  
RTDC Index](#)

## Long Island Forum for Technology (LIFT)

The Long Island Forum for Technology (LIFT) is a private not-for-profit membership organization supporting economic development by providing direct technical and strategic services to technology-based firms. LIFT's consulting engineers and other professional staff improve the performance of emerging firms, selected industrial sectors, inventors, manufacturers and high tech firms helping them to increase efficiency, integrate new technology, design and revise operating procedures, create marketing plans and establish new markets (including e-commerce), build prototypes, and make grant applications.

LIFT also finds value for its industrial client base by promoting projects with other agencies such as Empire State Development, CAT centers, Brookhaven National Labs, Long Island Development Corporation, Small Business Development Centers and the SPIR program at SUNY Stony Brook.

**Long Island Forum for Technology, Inc**  
111 West Main Street, Bay Shore, NY 11706  
Phone: 631-969-3700  
Fax: 631-969-4489  
[www.lift.org](http://www.lift.org)

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**Small Business Public/Nonprofit Financing**  
**Long Island Development Corporation**

|                                  |   |
|----------------------------------|---|
| <b>Program Name</b>              | <b>Long Island Working Capital Loan Fund</b>  |
| <b>Program Description</b>       | Loan fund designed to help defense-dependent manufacturers diversify and to assist targeted industries to expand on Long Island by providing working capital on favorable terms along with technical assistance.  |
| <b>Eligibility Requirements</b>  |   |
| <b>Eligible Businesses</b>       | For profit manufacturers and wholesalers with less than 500 employees.  |
| <b>Ineligible Businesses</b>     | Not-for-profits, retail, and service businesses.  |
| <b>Geographic Area Served</b>    | Nassau and Suffolk counties.  |
| <b>Targeted Population</b>       | Defense-dependent manufacturers, targeted industries such as graphics communication, electronics, pharmaceutical, and bio medical instrumentation.  |
| <b>Loan Elements</b>             |   |
| <b>Purpose</b>                   | Chiefly working capital. Some hard asset financing.   |
| <b>Size</b>                      | Up to \$250,000.  |
| <b>Term</b>                      | Up to 10 years.   |
| <b>Interest Rate</b>             | Prime plus 2% to 4%. Self amortizing.   |
| <b>Fees</b>                      | \$500 application fee and 1% to 2% commitment/closing costs.  |
| <b>Collateral</b>                | Assets financed, subordinate lien on company assets, and personal guarantees.   |
| <b>Contact Information</b>       |   |
| <b>Agency Name &amp; Address</b> | Long Island Development Corporation<br>255 Executive Drive,<br>Plainview, Long Island, NY 11803.  |
| <b>Contact Person</b>            | Roslyn D. Goldmacher, Executive Director  |
| <b>Telephone Number</b>          | (516) 349-7800  |
| <b>Fax Number</b>                | (516) 349-7881  |
| <b>E-Mail Address</b>            | biz-loans@lidc.org  |
| <b>Additional Information</b>    | This fund is provided by 11 area banks loaning \$12 million to the Corporation with loan loss reserve fund from New York State and Nassau and Suffolk Counties.<br>Businesses must undergo some self improvement process such as NYS IEP, ISO 9000, or a private consultant report. |

*Small Business Public/Nonprofit Financing  
Long Island Development Corporation*

|   |  |
|---|--|
| <b><i>Program Name</i></b>              | <b>SBA 504 Loan Program</b>  |
| <b><i>Program Description</i></b>       | Long term, low fixed rate subordinate mortgage loans for small businesses to acquire and/or renovate capital assets, land, buildings, and machinery.   |
| <b><i>Eligibility Requirements</i></b>  |  |
| <b><i>Eligible Businesses</i></b>       | Small: net worth under \$6 million tangible; net profits after taxes under \$2 million (alternative criteria based on sales/number employees if don't meet these); any kind including service, retail, wholesale, and manufacturing. |
| <b><i>Ineligible Businesses</i></b>     | Not-for-profits, speculator, and off-shore facilities.   |
| <b><i>Geographic Area Served</i></b>    | Nassau and Suffolk counties.   |
| <b><i>Loan Elements</i></b>             |  |
| <b><i>Purpose</i></b>                   | Acquire land, construct buildings; acquire existing land and building; renovate or expand a building; and acquire heavy duty machinery and equipment. (Project includes soft costs.)   |
| <b><i>Size</i></b>                      | Up to 40% of project costs, maximum \$750,000 (up to \$1 million in certain cases).  |
| <b><i>Term</i></b>                      | 10 or 20 years.  |
| <b><i>Repayment Terms</i></b>           | Self amortizing, fixed rate.   |
| <b><i>Interest Rate</i></b>             | Fixed for life, low spread over treasury.  |
| <b><i>Fees</i></b>                      | Included in loan amount to be amortized over life.   |
| <b><i>Collateral</i></b>                | Subordinate lien on assets financed.   |
| <b><i>Total Pool of Funds</i></b>       | Unlimited.   |
| <b><i>Contact Information</i></b>       |  |
| <b><i>Agency Name &amp; Address</i></b> | Long Island Development Corporation<br>255 Executive Drive,<br>Plainview, Long Island, NY 11803.   |
| <b><i>Contact Person</i></b>            | Roslyn D. Goldmacher, Executive Director   |
| <b><i>Telephone Number</i></b>          | (516) 349-7800   |
| <b><i>Fax Number</i></b>                | (516) 349-7881   |
| <b><i>E-Mail Address</i></b>            | biz-loans@lidc.org   |

***Small Business Public/Nonprofit Financing  
Community Development Corporation of Long Island, Inc.***

|  |   |
|--|---|
| <b><i>Program Name</i></b>             | <b>CDC Micro Loan Program</b>   |
| <b><i>Program Description</i></b>      | The Program provides loans to small businesses that have modest credit needs and that are unable to secure bank financing.  |
| <b><i>Eligibility Requirements</i></b> |   |
| <b><i>Geographic Area Served</i></b>   | Nassau and Suffolk Counties.  |
| <b><i>Eligible Borrowers</i></b>       | For profit businesses that meet the US Small Business Administration standards defining the size of a small business. Young, growing businesses which may not meet regular bank lending criteria, but which have a track record in business and of paying their bills on time, and which have reasonable prospects of being able to repay the loan. |
| <b><i>Loan Elements</i></b>            |   |
| <b><i>Purpose</i></b>                  | Working capital, inventory, and equipment financing.  |
| <b><i>Size</i></b>                     | \$1,000 to \$25,000.  |
| <b><i>Terms</i></b>                    | 12 to 60 months.  |
| <b><i>Repayment Terms</i></b>          | Monthly installments of principal and interest.   |
| <b><i>Interest Rate</i></b>            | Fixed rate of 2% to 6% above the prevailing prime rate at commitment.   |
| <b><i>Fees</i></b>                     | Commitment fee of 1% of the loan amount.<br>Documentation fee of \$50.  |
| <b><i>Collateral</i></b>               | First lien on assets purchased with the proceeds of the loan and/or the assets of the business which are free and clear.<br>Personal guarantees also required.  |
| <b><i>Organization Data</i></b>        |   |
| <b><i>Name</i></b>                     | Community Development Corporation of Long Island, Inc.  |
| <b><i>Address</i></b>                  | 2100 Middle Country Road<br>Centereach, NY 11720-3576   |
| <b><i>Contact Person</i></b>           | Robert E. O'Hara, Senior Vice President   |
| <b><i>Telephone Number</i></b>         | (516) 471-1215 ext. 39  |
| <b><i>Fax Number</i></b>               | (516) 471-1210  |
| <b><i>Additional Information</i></b>   | Borrowers are encouraged to participate in technical assistance workshops arranged through CDC.   |



GENERAL INFORMATION

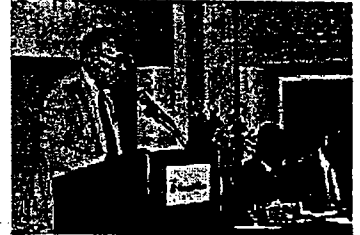
History

Mission Statement

Board of Directors

Management Team

Community Development Corporation of Long Island (CDC) has a three-decade history of serving low and moderate income families and individuals. CDC is a private not-for-profit multifaceted housing, community development and economic development corporation. The organization was founded in 1969 by a volunteer group of Suffolk County residents from the business, government, religious and civil rights communities to address the need for affordable housing on a nondiscriminatory basis, and to promote community and economic development. CDC's mission is to serve the needs of Nassau and Suffolk Counties' low and moderate income families and individuals and businesses not served by traditional sources.



**CDC President and CEO Wilbur Klatsky**

Community Development Corporation is a member of the NeighborWorks Network®, in association with Neighborhood Reinvestment Corporation.



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**Partners**

A primary key to CDC's success through the years, has been our building of strong partnerships with local, state and federal government, and local and regional business and industry. Partnership builds our ability to carry out joint efforts with other parties interested in accomplishing economic, community and housing development activities. Our partners bring expertise and guidance based on experience and often-times crucial funding, in the form of loans as well as grants.



This page is dedicated to these entities and individuals, who have come to the task of assisting CDC in accomplishing our mission.

**Government Partners**

NYS Affordable Housing Corp.

NY State Division of Housing & Community Renewal

NYS Empire State Development Corp

NYS Housing Trust Fund

SUNY Stony Brook

Nassau County Dept of Senior Citizen Affairs

Small Business Administration

Suffolk County Dept. of Social Services

Suffolk County Office for the Aging

US Dept. of Energy

US Dept. of Health & Human Services

US Dept. of Housing and Urban Development

US Dept. of Treasury

Neighborhood Reinvestment Corporation

Village of Freeport

**Banking Industry Partners**

Astoria Federal Savings

Bank of Smithtown

The Chase Manhattan Bank

Citibank, N.A.



|                                    |                                     |
|------------------------------------|-------------------------------------|
| <u>Dime Savings Bank</u>           | <u>EAB</u>                          |
| <u>Emigrant Savings Bank</u>       | <u>Federal Home Loan Bank of NY</u> |
| <u>First National Bank of L.I.</u> | <u>Fleet Bank</u>                   |
| <u>Greenpoint Bank</u>             | <u>HSBC Bank, USA</u>               |
| <u>Ridgewood Savings Bank</u>      | <u>Roslyn Savings Bank</u>          |
| <u>State Bank of Long Island</u>   |                                     |

#### **Insurance Industry Partners**

|                                     |                                     |
|-------------------------------------|-------------------------------------|
| <u>Allstate Insurance Company</u>   | <u>Liberty Mutual Group</u>         |
| <u>Nationwide Insurance Company</u> | <u>Prudential Insurance Company</u> |
| <u>State Farm Insurance Company</u> | <u>Travelers Insurance</u>          |

#### **Real Estate & Development Industry Partners**

|   |                                     |
|---|-------------------------------------|
| <u>Benjamin Development Co., Inc.</u>       | <u>FannieMae</u>                    |
| <u>Long Island Builders Institute, Inc.</u> | <u>Tritec Real Estate Co., Inc.</u> |
| <u>Wilder Balter Partners, LLC</u>          |                                     |

#### **Other Partners**

|  |   |
|--|---|
| <u>Child Care Council of Nassau</u>    | <u>Child Care Council of Suffolk</u>    |
| <u>Child Welfare League of America</u> | <u>Cullen &amp; Dykman</u>              |
| <u>DeWitt Stern Group, Inc.</u>        | <u>Farrell Fritz, PC</u>                |
| <u>Fidelity National Title Ins Co.</u> | <u>Holtz Rubenstein &amp; Co., LLP</u>  |
| <u>HRH Consulting Group, Inc.</u>      | <u>Key Span Energy</u>                  |
| <u>KPMG, LLP</u>                       | <u>Long Island Community Foundation</u> |

[Long Island Power Authority](#)

[Long Island Unitarian Universalist Fund](#)

[Margolin, Winer & Evens, LLP](#)

[Mercy Haven, Inc.](#)

[Nassau-Suffolk Coalition for the Homeless](#)

[Paul, Hastings, Janofsky & Walker, LLP](#)

[Rivkin, Radler & Kremer](#)

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**Small Business Public/Nonprofit Financing**  
**Long Island Development Corporation**

|                                  |   |
|----------------------------------|---|
| <b>Program Name</b>              | <b>Long Island Defense Diversification Revolving Loan Fund</b>  |
| <b>Program Description</b>       | Long-term, low interest rate loans to defense-dependent manufacturers to help them diversify.   |
| <b>Eligibility Requirements</b>  |   |
| <b>Eligible Businesses</b>       | Manufacturers, small, for-profit in IEP program seeking to diversify. At least 25% dependent on defense last two years.   |
| <b>Geographic Area Served</b>    | Nassau and Suffolk Counties.  |
| <b>Targeted Population</b>       | Defense-dependent manufacturers.  |
| <b>Loan Elements</b>             |   |
| <b>Purpose</b>                   | Defense diversification - working capital/capital assets.   |
| <b>Size</b>                      | Up to \$250,000.  |
| <b>Term</b>                      | Up to 10 years.   |
| <b>Repayment Terms</b>           | Self-amortizing.  |
| <b>Interest Rate</b>             | Fixed at prime at closing.  |
| <b>Fees</b>                      | Modest/included in loan.  |
| <b>Collateral</b>                | Lien on assets being financed; lien on other company assets/personal guarantees.  |
| <b>Total Pool of Funds</b>       | \$2,500,000 (revolving).  |
| <b>Contact Information</b>       |   |
| <b>Name &amp; Address Agency</b> | Long Island Development Corporation<br>255 Executive Drive<br>Plainview, NY 11803   |
| <b>Contact Person</b>            | Roslyn D. Goldmacher, Executive Director  |
| <b>Telephone Number</b>          | (516) 349-7800  |
| <b>Fax Number</b>                | (516) 349-7881  |
| <b>E-Mail Address</b>            | biz-loans@lidc.org  |
| <b>Additional Information</b>    | Small business for-profit company under 500 employees registered in or graduate of NYS IEP program. This program is sponsored by the Economic Development Administration, the U.S. Department of Commerce and the NYS Department of Economic Development. |

## LONG ISLAND PARTNERSHIP.

Long Island's educated workforce and enviable quality of life make for a highly desirable business environment, but nobody will dispute that it's costly to do business on Long Island. Companies often need help to develop and thrive in this region, which is why the Long Island Partnership was established in 1992.

Most of Long Island's economic development agencies participate in the Partnership. The Partnership works closely with the region's utilities and governmental bodies to provide a variety of services to businesses and to help develop successful strategies for companies that are



LONG ISLAND'S CAPACITY FOR DEVELOPMENT IS AIDED BY A HOST OF PROMINENT ARCHITECTS AND CONSTRUCTION FIRMS CREATING FIRST CLASS FACILITIES. PHOTO BY ROBERT LIPPER © ISLAND METRO PUBLICATIONS.

in the process of relocation to Long Island and/or expansion on Long Island. Hundreds of local businesses have already been assisted by the Partnership in their efforts to relocate to, remain, or expand on Long Island. Whether it's assisting in applications for tax abatements, negotiating reduced utility costs, or seeking financial assistance, the goal of the Partnership is to work with Long Island's businesses to boost their competitiveness.

The result has been that Long Island's industrial sector is now better positioned to successfully compete in the increasingly global marketplace.

The Partnership functions as a regional entity, ensuring that all clients are routinely informed of any and all resources available in the region to serve their needs. Given the organization's region-wide focus and its fundamental awareness that any development impacts the total economy of the region, no preferences are made in referrals to any one jurisdiction or location. Thus, the activities and services offered by the Long Island Partnership have proved pivotal to the region's successful transition over the past decade from a nationally-known defense-related business sector to an important player in the new high-tech arena.

*Some of the agencies participating in the Partnership are:*

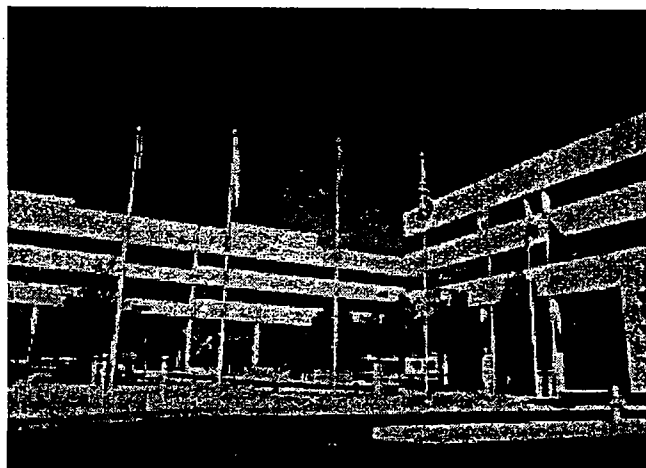
#### **Town of Brookhaven Industrial Development Agency**

One of Long Island's largest townships, the 326-square mile Town of Brookhaven is actively charting its growth as a primary site for business expansion within the region. Brookhaven is home to such high technology giants as the internationally-renowned Brookhaven National Laboratory and the State University of New York at Stony Brook, the state's flagship science and technology campus. Brookhaven has its own municipal airport (Calabro Airport), and is home to the Dowling College National Aviation and Transportation Center. Companies also have convenient access to Long Island MacArthur Airport in nearby Islip Town. An Empire Development Zone also spurs the town's enormous growth potential. Utilizing the services of the Long Island Partnership, along with its own local commission and advisory council, the Town of Brookhaven has positioned itself to fulfill its economic potential for its present residents and for generations yet to come. Call 631-451-6563.

#### **Town of Islip Economic Development Agency**

The Town of Islip is widely regarded as a business-friendly government. This is due, in large part, to the services provided by its Office of Economic Development. The Islip Industrial Development Agency provides companies with access to low cost financing and significant tax advantages.

Islip is also home to Long Island's first ever State-designated Empire Zone in Central Islip, where companies can operate in a virtually tax free environment. Islip Town is the proud owner and operator of Long Island MacArthur Airpon, the gateway to the Long Island region. MacArthur services such national carriers



CORPORATE OFFICE PARKS OFFER CAMPUS LIKE SETTINGS FOR LONG ISLAND'S DIVERSE INDUSTRIAL BASE. PHOTO BY ROBERT LIPPER © ISLAND METRO PUBLICATIONS.

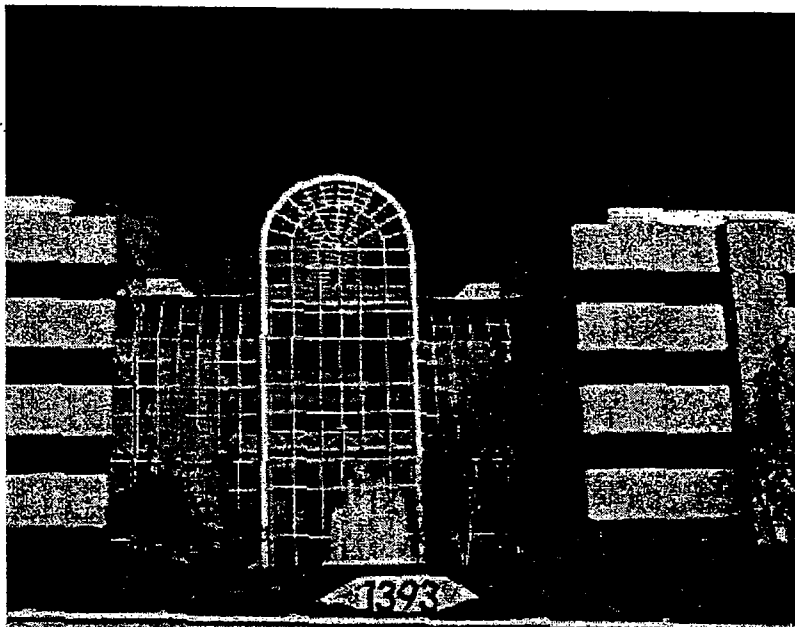
as Southwest, American, and Delta. Islip operates a Foreign Trade Zone at Long Island MacArthur Airport, where companies engaged in import/export trade can operate duty free. All these services, plus more, are why many nationally known companies, such as Computer Associates, Entenmann's, Tellabs, and Nortel Networks, call Islip their home. Call 631-224-5512.

**Nassau County Department of Commerce and Industry/Industrial Development Agency**

With a wide variety of programs designed to assist businesses, the Nassau County Department of Commerce and Industry is the central source of information for business location and development activities within the county. Additionally, it functions as the central contact for companies dealing with other agencies involved in the development process. Nassau's Industrial Development Agency serves as the primary financing conduit for major industrial projects and also is able to offer substantial incentives to qualified businesses. Call 516-571-4160.

**Suffolk County Department of Economic Development**

Suffolk County offers businesses proximity to regional markets and swift access to national markets, a highly skilled workforce, and access to companies and

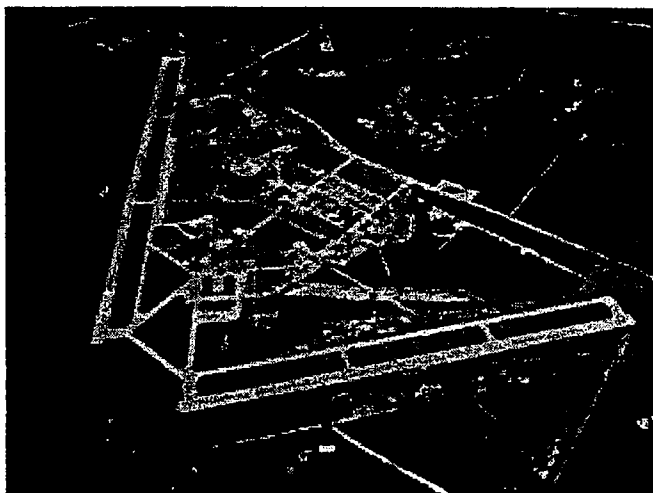


**BUSINESS DEVELOPMENT INCENTIVES HAVE CONTRIBUTED TO THE GROWTH AND EXPANSION OF LONG ISLAND INDUSTRIES CREATING A BOOMING REAL ESTATE MARKET. PHOTO BY ROBERT LIPPER © ISLAND METRO PUBLICATIONS.**

institutions at the forefront in today's technology and research fields. For companies wishing to locate or expand within Suffolk County, the county's Department of Economic Development can provide access to financial assistance and incentives. The county also sponsors an Industrial Development Agency that can issue tax-exempt bonds or undertake a straight lease transaction. For company expansion projects, call 631-853-4800.

**Enterprise Park-Calverton**

Located in the Town of Riverhead, the Calverton Empire Zone is a 2,900-acre property that exemplifies the integration of a flexible, prestigious high-tech business environment with a world-class quality of life. It is located in close proximity to the tourist magnets of the Tanger Outlet Center, Splash Splash Water Park, and Atlantis Marine World Aquarium, and is the gateway to the many physical and cultural attractions of the East End of Long Island. The remarkable renaissance of the Riverhead region will be further stimulated by the planned development at EPCAL, including an agriculture/aqua-culture incubator for new businesses to be run by Stony Brook University. Call 631-208-0570. ■



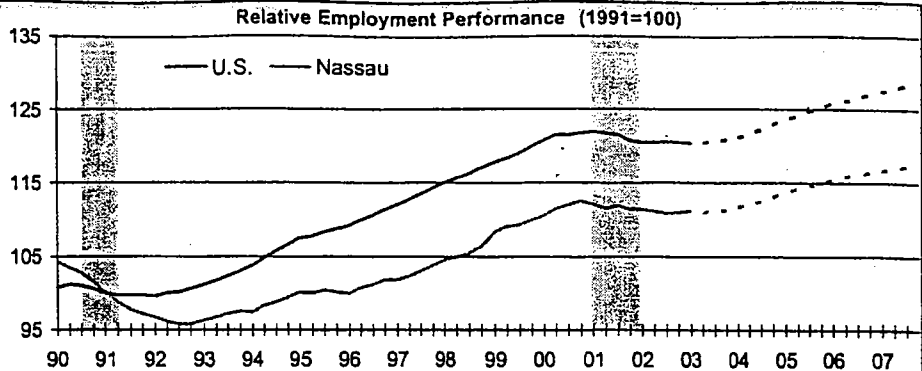
**ENTERPRISE PARK-CALVERTON (EPCAL), A FORMER NAVAL WEAPONS INDUSTRIAL PLANT, BOASTS A COMPLETE SUPPORT INFRASTRUCTURE READY FOR MULTI-PURPOSE DEVELOPMENT.**

# NASSAU-SUFFOLK

212

219

**INDUSTRIAL CYCLE PHASE**  
 Mature  
**VITALITY**  
 52  
**COST OF DOING BUSINESS**  
 115%  
**COST OF LIVING**  
 119%



| 1996    | 1997    | 1998    | 1999    | 2000    | 2001    | 2002    | Indicators                    | 2003    | 2004    | 2005    | 2006    | 2007    |
|---------|---------|---------|---------|---------|---------|---------|-------------------------------|---------|---------|---------|---------|---------|
| 79.3    | 81.4    | 86.4    | 89.7    | 95.1    | 96.8    | 101.6   | Gross Metro Product, C\$B     | 104.1   | 106.9   | 109.6   | 112.7   | 115.3   |
| 1.9     | 2.6     | 6.1     | 3.9     | 5.9     | 1.8     | 5.0     | % Change                      | 2.5     | 2.7     | 2.5     | 2.8     | 2.3     |
| 1,101.0 | 1,121.0 | 1,148.3 | 1,190.1 | 1,217.8 | 1,219.2 | 1,212.1 | Total Employment (000)        | 1,211.4 | 1,224.1 | 1,247.1 | 1,265.0 | 1,278.1 |
| 0.7     | 1.8     | 2.4     | 3.6     | 2.3     | 0.1     | -0.6    | % Change                      | -0.1    | 1.0     | 1.9     | 1.4     | 1.0     |
| 4.2     | 3.9     | 3.2     | 3.3     | 2.9     | 3.3     | 4.3     | Unemployment Rate             | 4.3     | 4.2     | 3.9     | 3.7     | 3.7     |
| 5.3     | 5.9     | 6.2     | 4.3     | 7.2     | 3.4     | 1.8     | Personal Income Growth        | 2.0     | 3.2     | 3.8     | 3.7     | 3.4     |
| 2,684.2 | 2,695.4 | 2,713.7 | 2,737.0 | 2,761.0 | 2,782.6 | 2,803.5 | Population (000)              | 2,817.6 | 2,822.9 | 2,830.1 | 2,836.9 | 2,842.4 |
| 4,186   | 4,311   | 5,192   | 5,056   | 4,663   | 4,176   | 4,284   | Single-Family Permits         | 3,963   | 3,738   | 3,749   | 3,746   | 3,595   |
| 1,259   | 1,018   | 689     | 1,262   | 1,775   | 1,493   | 1,713   | Multifamily Permits           | 1,344   | 1,199   | 1,219   | 1,345   | 1,404   |
| 159.7   | 163.8   | 175.5   | 190.7   | 213.8   | 249.4   | 313.6   | Existing Home Price (\$Ths)   | 338.5   | 333.4   | 339.0   | 346.7   | 355.0   |
| 8,240   | 8,825   | 16,691  | 13,099  | 10,604  | 20,075  | 28,376  | Mortgage Originations (\$Mil) | 30,314  | 11,613  | 11,602  | 12,107  | 12,662  |
| -6.1    | -3.6    | 3.2     | 8.0     | 9.3     | 8.0     | 7.0     | Net Migration (000)           | -0.4    | -9.1    | -7.3    | -7.7    | -9.3    |
| 10,521  | 12,059  | 12,504  | 9,906   | 8,339   | 9,241   | 9,338   | Personal Bankruptcies         | 9,967   | 8,697   | 8,356   | 9,382   | 9,846   |

## STRENGTHS & WEAKNESSES

### STRENGTHS

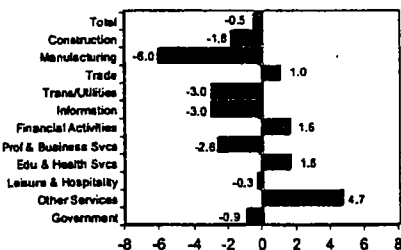
- Highly skilled workforce.
- High per capita income.
- Above average industrial diversity.

### WEAKNESSES

- High business and housing costs.
- Difficult regulatory environment; many, overlapping jurisdictions.
- Poor access to mainland.
- Weak local government finances.

## CURRENT EMPLOYMENT TRENDS

March 2003 Employment Growth  
% Change Year Ago



## FORECAST RISKS

### UPSIDE

- Center of Excellence may help NAS develop significant high-tech growth driver.
- NAS's defense industry receives more contracts.
- Stock market rebound is greater than expected, bolstering wealth.

### DOWNSIDE

- Escalating living costs deter population growth.
- Nassau County may be unable to dig itself out of its fiscal woes.

## ANALYSIS

**Recent Performance.** The impact of the recent recession was harder on Nassau-Suffolk's economy than initially estimated, and the fall-out continues to hold back the local economy. In addition, until recently, the tensions leading to the war with Iraq were hurting NAS's large tourist industry. Nevertheless, the metro area is in decent shape, with job losses abating and a well-below average jobless rate. Housing activity remains a bright spot in the metro area, although homeownership in this expensive market is becoming even more and this is slowing activity a bit.

**Big shoppers.** Consumers are behind NAS's relative economic strength, although slowing in spending is evident this year. In 2002, sales tax collections were up by 4% in Nassau County despite job losses. Suffolk County sales tax revenues were up a strong 12%, but much of the rise resulted from an increase in the energy sales tax rate. Tax collections leveled off by the end of last year, however, and have softened further since. Statewide, sales taxes are down. Likely keeping consumers in NAS a bit more buoyant is the fact that many of the metro area's homeowners are tapping into huge home equity gains, which are providing them with additional spending power. Not only is house price appreciation very high off of a high base, but a high share of the metro area's households are homeowners, at 84% in 2002 compared to 68% nationally.

**Tech revival.** NAS's high-tech and telecommunications industries look as if they may be turning around, at least on the information technology side. The information industry is adding jobs again compared to one quarter ago. The improvement is tenuous, however, and will remain so until national business investment picks up. NAS's own software powerhouse, Computer Associates, for example, is reorganizing once again and trimming its local staff. Nevertheless, the information industry is well poised to grow once the national economic

expansion gains traction. While NAS is contending with the same retrenchment in its high-tech and telecommunication industries as the rest of the nation—as illustrated by WorldCom's problems that resulted in 450 job cuts locally last year—it lost only 2% of its job base in 2002. By comparison, New York State lost 9% of its information jobs in 2002, California lost 10%, and Massachusetts lost 11%.

**Commercial banks.** The financial activities industry in NAS is holding up fairly well. After years of consolidation among the metro areas large commercial banks, conditions finally stabilized last year with the industry gaining nearly 1% of its job base. The trend toward expansion appears to be continuing this year, as both Washington Mutual and Commerce Bancorp expand further into the market, adding a total of 18 net new branches in Long Island. The real estate industry is also contributing to the job gains, as Long Island's hot housing market has attracted new realtors.

**County finances.** Fiscal conditions remain a sore spot for NAS, despite a recent upgrade in Nassau County's bond rating to just above junk-bond status. The county executive is calling for 642 county job cuts by September in order to balance the fiscal year 2004 budget.

With a diversified economy, Nassau-Suffolk is well-positioned to gain momentum once the broader economy emerges from the current weakness. The metro area, however, will lag the nation as its small manufacturing industry will make the cyclical upturn less pronounced. Longer term, NAS's outlook depends heavily on the success of its emerging, but volatile, high-tech industries. An aging infrastructure and poor demographic trends will nonetheless keep growth below average. Additionally, the high costs of doing business will continue to deter business expansion in the metro area.

Celia Chen  
May 2003

## EMPLOYMENT & INDUSTRY

### TOP EMPLOYERS

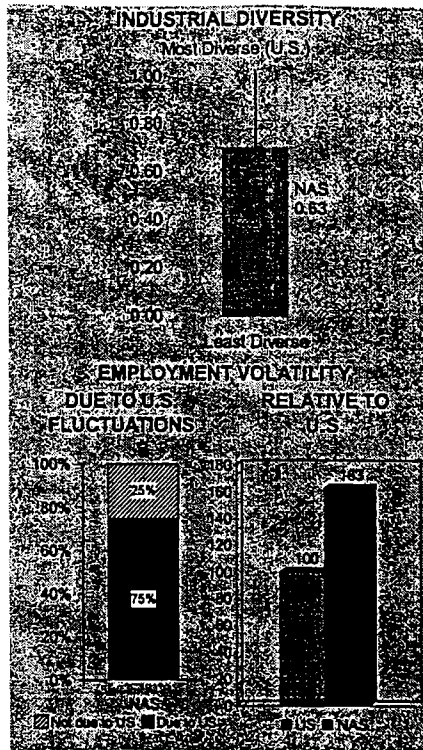
|   |        |
|---|--------|
| N. Shore-Long Island Jewish Health System | 30,000 |
| BNY at Stony Brook                        | 14,000 |
| se of Rockville Centre                    | 12,500 |
| vision Systems                            | 6,567  |
| Pathmark Stores                           | 6,500  |
| J.P. Morgan Chase & Company               | 5,708  |
| Winthrop South Nassau Univ. Health System | 5,700  |
| Verizon Communications, Inc.              | 5,500  |
| Waldbaum's                                | 5,500  |
| Keyspan Energy                            | 4,926  |
| King Kullen Grocery                       | 4,800  |
| Giant Food Stores, LLC.                   | 4,617  |
| LI University                             | 4,160  |
| Nassau Health Care Corporation            | 4,100  |
| Macy's East                               | 3,500  |
| The Home Depot, Inc.                      | 3,447  |
| Good Samaritan Hospital Medical Center    | 3,400  |
| Brookhaven National Laboratory            | 3,000  |
| Sears, Roebuck & Company                  | 2,851  |
| Pilgrim Psychiatric Center                | 2,828  |

Sources: Economy.com 2002 & Long Island Business News June 2002

### Public

|         |         |
|---------|---------|
| Federal | 22,091  |
| State   | 25,314  |
| Local   | 148,142 |

2002

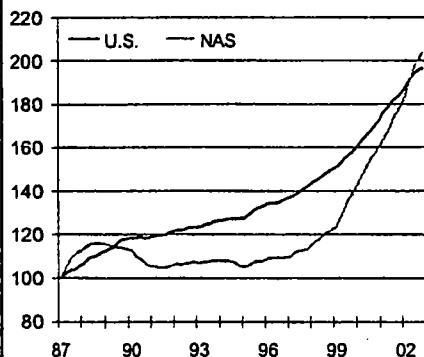


## COMPARATIVE EMPLOYMENT AND INCOME

| Sector                     | % of Total Employment |       |       | Average Annual Earnings |           |          |
|----------------------------|-----------------------|-------|-------|-------------------------|-----------|----------|
|                            | NAS                   | NY    | US    | NAS                     | NY        | US       |
| Construction               | 5.3%                  | 3.8%  | 5.2%  | \$45,889                | \$46,408  | \$39,845 |
| Manufacturing              | 7.6%                  | 7.7%  | 12.0% | \$49,005                | \$50,650  | \$48,756 |
| Trade                      | 61.5%                 | 57.1% | 62.0% | nd                      | \$52,114  | \$50,404 |
| Nondurable                 | 38.5%                 | 42.9% | 38.0% | nd                      | \$48,722  | \$45,969 |
| Transport/Utilities        | 3.0%                  | 3.1%  | 3.6%  | nd                      | \$38,587  | \$44,972 |
| Wholesale Trade            | 6.0%                  | 4.2%  | 4.4%  | \$58,373                | \$60,018  | \$51,842 |
| Retail Trade               | 13.2%                 | 10.2% | 11.7% | \$26,971                | \$24,467  | \$22,635 |
| Information                | 2.7%                  | 3.5%  | 2.6%  | \$81,623                | \$93,361  | \$69,569 |
| Financial Activities       | 6.8%                  | 8.4%  | 6.0%  | \$43,824                | \$101,225 | \$41,740 |
| Prof. and Bus. Services    | 12.6%                 | 12.4% | 12.4% | \$40,808                | \$58,220  | \$43,053 |
| Educ. and Health Services  | 15.4%                 | 17.3% | 12.5% | \$37,965                | \$35,487  | \$34,032 |
| Leisure and Hosp. Services | 7.4%                  | 7.6%  | 9.0%  | \$22,311                | \$25,001  | \$19,135 |
| Other Services             | 4.1%                  | 4.1%  | 3.9%  | \$21,299                | \$22,281  | \$19,842 |
| Government                 | 16.1%                 | 17.6% | 16.2% | \$51,991                | \$47,340  | \$42,939 |

Source: Percent of total employment - Economy.com & BLS, 2002; Average annual earnings - BEA, 2001

### HOUSE PRICES



Source: OFHEO, 1987Q1 = 100, NSA

### CREDIT QUALITY



### LEADING INDUSTRIES

| NAICS Industry                                  | Employees (000) |
|---|-----------------|
| 6211 Offices of Physicians                      | 27.6            |
| 5221 Depository Credit Intermediation           | 21.0            |
| 2382 Building Equipment Contractors             | 20.4            |
| 5617 Services to Buildings and Dwellings        | 18.2            |
| 4481 Clothing Stores                            | 16.3            |
| 5242 Agencies, Brok., & Other Ins. Related Act. | 16.2            |
| PH Private Household Workers                    | 15.9            |
| 5511 Management of Companies and Enterprises    | 15.6            |
| 5411 Legal Services                             | 14.9            |
| 4234 Prof. & Comm. Equip. & Supp. Merch. Whole. | 13.1            |
| 4461 Health and Personal Care Stores            | 12.7            |
| 6111 Elementary and Secondary Schools           | 12.7            |
| 5412 Acct., Tax Prep., Book., & Payroll Serv.   | 11.7            |
| 4441 Building Material and Supplies Dealers     | 11.6            |
| 6241 Individual and Family Services             | 11.5            |
| High-tech employment                            | 66.6            |
| As % of total employment                        | 5.4             |

Source: BLS, Economy.com, 2002

## MIGRATION FLOWS

Into Nassau Number of Migrants Median Income

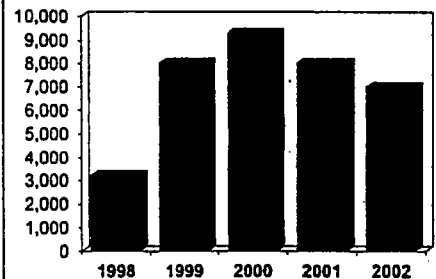
|                   |        |        |
|-------------------|--------|--------|
| New York          | 39,001 | 42,546 |
| Florida           | 15,841 | 37,119 |
| Fort Lauderdale   | 7,933  | 27,259 |
| West Palm Beach   | 5,724  | 30,724 |
| Washington        | 4,455  | 31,740 |
| Illinois          | 3,582  | 30,724 |
| Tampa             | 2,997  | 21,031 |
| Los Angeles       | 2,851  | 30,377 |
| Mexico            | 2,828  | 30,377 |
| Total Immigration | 56,738 | 31,320 |

### From Nassau

|                  |        |        |
|------------------|--------|--------|
| New York         | 20,375 | 38,543 |
| Florida          | 15,841 | 37,119 |
| Tampa            | 7,933  | 27,259 |
| Washington       | 4,455  | 31,740 |
| Illinois         | 3,582  | 30,724 |
| California       | 2,851  | 30,377 |
| Philadelphia     | 2,828  | 30,377 |
| Total Emigration | 56,738 | 31,320 |

Net Migration -5,944 2,101

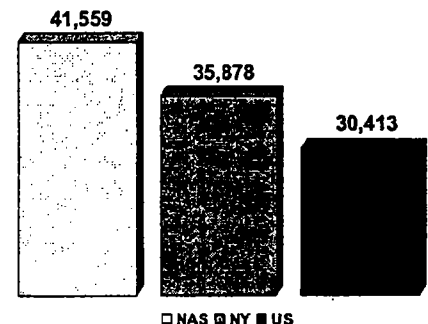
### Net Migration, NAS



|      | Domestic | Foreign | Total |
|------|----------|---------|-------|
| 1998 | -8,960   | 12,169  | 3,209 |
| 1999 | -3,708   | 11,720  | 8,012 |
| 2000 | -4,643   | 13,934  | 9,291 |
| 2001 | -4,580   | 12,588  | 8,006 |
| 2002 | -5,552   | 12,582  | 7,030 |

Source: IRS (top), 2002; Census Bureau & Economy.com, 2002

### PER CAPITA INCOME



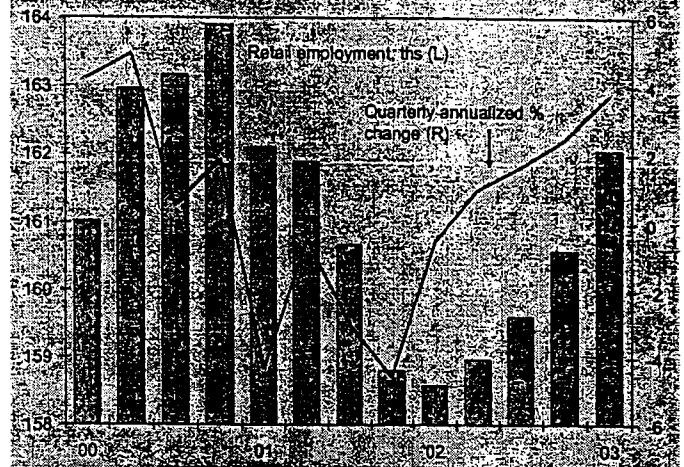
Source: Bureau of Economic Analysis, 2001

**Nassau-Suffolk Fared Worse than Initially Reported**



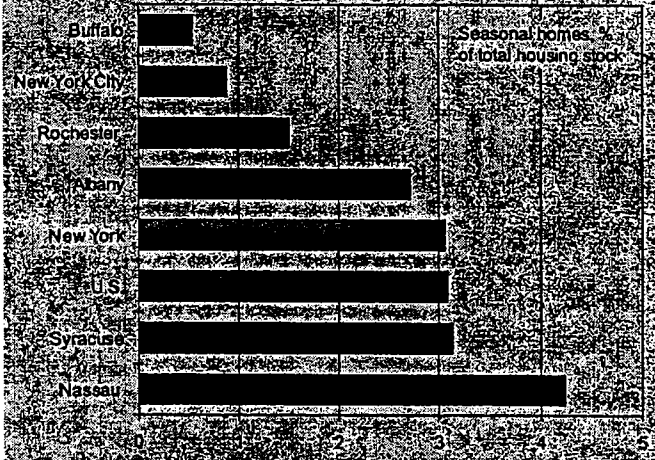
The BLS employment revisions for NAS paint a darker picture of the metro area's economy over the last two years, with jobs down by nearly 14,000 compared to the pre-benchmark data at the end of 2002. This is a reduction of about 1% of NAS's employment base and makes 2002 a contractionary year rather than a slightly expansionary one. The downward revisions look fairly broad based, with manufacturing and trade taking the largest hits in terms of pace of decline. Moreover, 2003 is starting off on a weak note, with employment levels flat from the fourth quarter of last year.

**Retailing Coming Back**



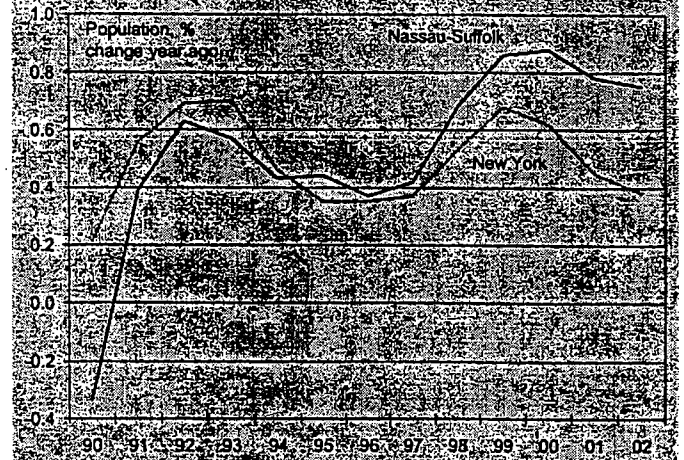
A positive sign for NAS is that its retail industry is expanding again after a deep fall. The renewed strength in retailing has returned the retail employment level back to only 1% below its pre-recession peak. The expansion is slow, however. In the last 12 months, retailers have added back about half the jobs lost during 2001. Nonetheless, retail plays an important role in NAS's economy, and thus any improvement is welcome. Retail comprises about 13% of NAS's job base compared to 10% in the state and under 12% nationally. Longer term, NAS's wealth and population density will continue to attract new retailers to the market and entice existing retailers to expand.

**Many Vacation Homes on Long Island**



NAS is a popular vacation spot for New York City's wealthy, as evidenced by its high share of vacation homes. The recession and persistent weakness on Wall Street, however, have been hard on the market for vacation homes. Summer homes in the Hamptons are a luxury for Wall Street investment bankers who have seen their bonuses plunge for the second consecutive year. With the securities industry unlikely to add to its payrolls in significant numbers before the end of the year, there will be even fewer big enders buying homes on Long Island's waterfront this summer.

**Population Trends Holding Up Despite Recession**



NAS's population trends are holding up much better than the state average, despite the weak economy. Population growth has slowed only slightly from its 2000 pace, which was the strongest since 1975. Compared to its performance during the 1990-1991 recession, NAS is doing very well, a reflection of the metro area's economic diversification over the last decade. In the early 1990s, the metro area's manufacturing industries, particularly defense, underwent massive restructuring, much to the detriment of its broader economy. While the immediate aftermath was painful, it has left the metro area with a much smaller manufacturing industry and more able to withstand downturns in the business cycle.





THE POWER OF Cha



About LIPA | Electric Safety and Outages | Papers & Documents | Powering LI

### About the Long Island Power Authority (LIPA)

The Long Island Power Authority (LIPA) became Long Island's non-profit electric utility on May 28, 1998. Today, LIPA delivers electricity to nearly 1.1 million customers, and is highly rated for service restoration and is in the top tier for uninterrupted service among all NYS utilities with above-ground service. In addition to reducing electric rates by an average of 20 percent in 1998.



#### Related Links

- ▶ [Chairman's Message Spring 2003](#)
- ▶ [Gas service customers: www.keysenergy.com](#)
- ▶ [New York State: www.state.ny.us](#)

LIPA is pleased to introduce powerful products and services to meet the needs of its residential and commercial/industrial customers. LIPA, for example, allows customers to choose an outside electricity supplier in an increasingly deregulated market, and continues to implement new energy conservation and efficiency programs.

#### Company Information

##### Board of Trustees

Meet our trustees! LIPA is governed by a 15-member Board of Trustees.

##### LIPA Publications

Documents such as LIPA brochures, Annual Fact Books or Population Surveys available for download.

##### Employment Opportunities

LIPA is an equal opportunity employer. Find out more about our current employment opportunities.

##### Powering Long Island: LIPA Projects

A guide to some of the actions LIPA has taken to provide a reliable supply of electricity to its customers.

##### Financial and Investor Relations

LIPA's financial and investor relations information, including annual budgets and reports.

##### News Center

Great resource for latest news, press releases, and contact information.

##### Papers and Documents

Archive of tariffs, Board meeting transcripts, Requests for Proposals and more.

##### Charitable Giving

LIPA's contributions to charitable organizations on Long Island.

[View LIPA's Service Territory](#)

#### Contact Information

##### Ask LIPA

Before contacting LIPA please take a look at our [Customer Service](#) section or our [Frequently Asked Questions](#). Here you can find answers to some of the most common inquiries.

##### General Inquiries

Any inquiries can be answered by our customer service reps, 24 hours a day, 7 days a week by calling 1-800-490-0025 or by email, [info@lipower.org](mailto:info@lipower.org).

LIPA Executive Offices  
333 Earle Ovington Blvd., Suite 403  
Uniondale, NY 11553  
Phone: (516) 222-7700

LIPA Media Representatives  
Phone: (516) 719-9892  
Weekdays: 9 AM - 5PM  
24-hour media pager:

- ▶ Simon Home
- ▶ Mall Directory
- ▶ Directions
- ▶ Events
- ▶ Entertainment
- ▶ Mall Customer Service
- ▶ Leasing Information
- ▶ Jobs
- ▶ Sales and Coupons
- ▶ Local Mall Feedback

### Roosevelt Field

**Description:**

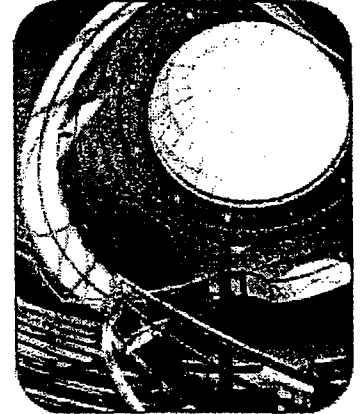
Love shopping? Come to Roosevelt Field Mall for some of the best shopping around. Roosevelt Field offers Bloomingdale's, JCPenney, Macy's, Nordstrom and more than 245 specialty stores, including Aeropostale, Ann Taylor, Banana Republic, The Disney Store, Gap, The Limited, Victoria's Secret and many more. Spend an hour or spend a day at Roosevelt Field Mall. You deserve it!

**Location:**

Roosevelt Field is located at the intersection of Old Country Road and Meadowbrook Parkway in Garden City, NY.

**Phone:**

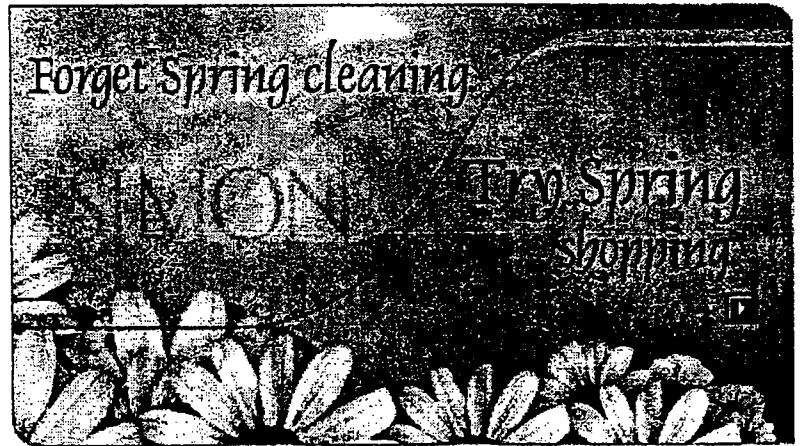
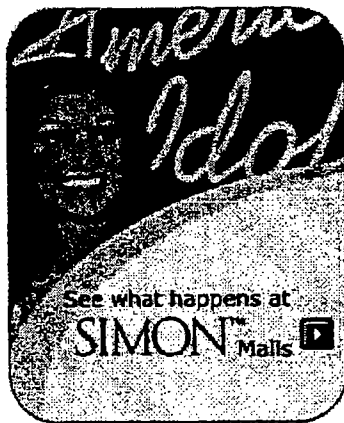
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WESTBURY, NY

## LOCATION

This unique, upscale retail and entertainment center offers three levels of enclosed shopping that serves all of Long Island from its Nassau County location. The Mall at The Source penetrates some of the highest income neighborhoods in the nation. It is conveniently located near several major highways—The Long Island Expressway, Northern State Parkway and Hemstead Turnpike.

## FAST FACTS

|                             |           |
|-----------------------------|-----------|
| Average visits per month    | 827,000   |
| Trade area population       | 1,347,416 |
| Shopper Average HHI         | \$102,600 |
| Sales per square foot index | 193*      |
| Number of stores            | 78        |
| Size in sq.ft.              | 730,000   |
| Total number of ad faces    | 44        |

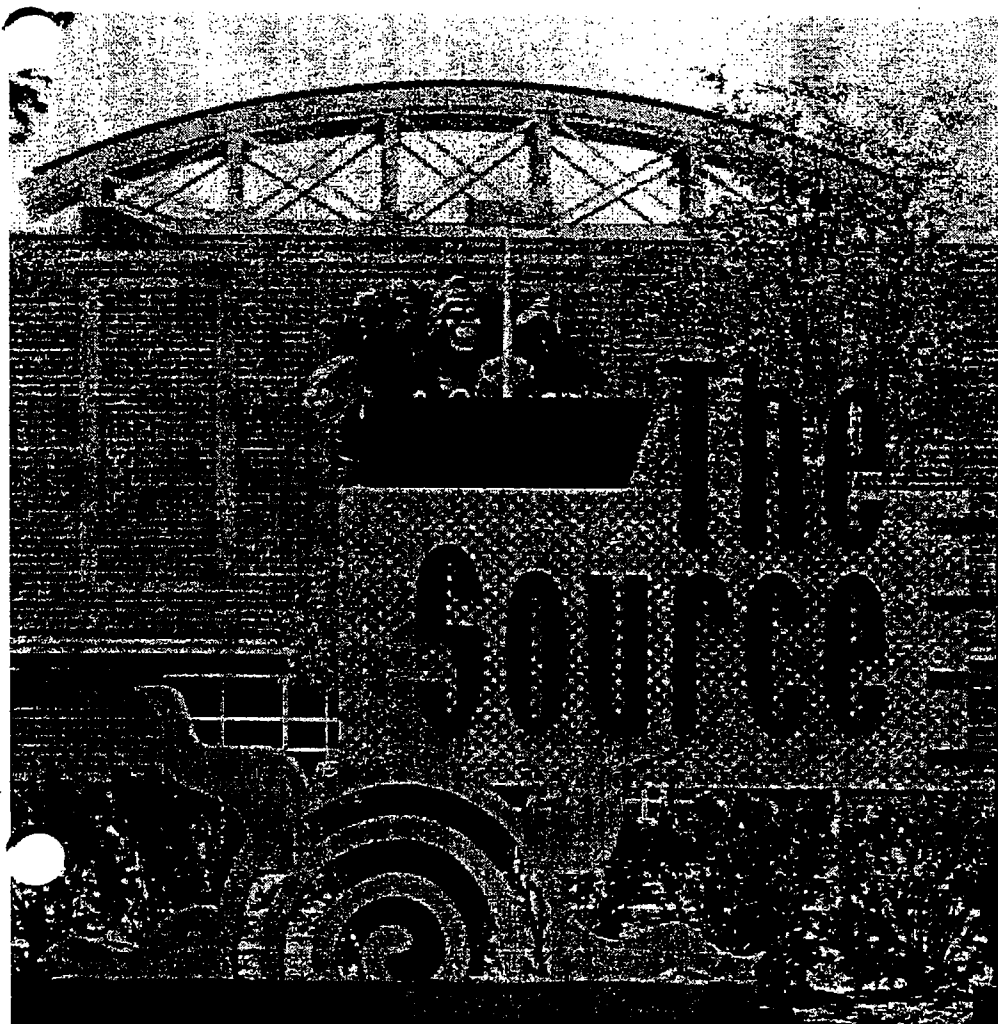
\*1998 industry sales per sq.ft. index = 100; National Research Bureau

## ANCHORED BY

Nordstrom Rack, Off Fifth-Saks Fifth Avenue Outlet, Fortunoff, Loehmann's and ABC Home

## MAJOR STORES

The Mall at the Source provides an eclectic mix of tenants, restaurants, and entertainment including Ann Taylor Loft, Circuit City, Gap, Old Navy, Pure Maximus Spa/Salon, Rain Forest Cafe, The Cheesecake Factory, The Children's Place Outlet, Virgin Megastore, etc.



**DEMOGRAPHIC INFORMATION**

|                   | Trade Area* 1999 | Nassau-Suffolk MSA 1999 |
|-------------------|------------------|-------------------------|
| Population        | 1,347,416        | 2,594,060               |
| Households        | 461,135          | 895,870                 |
| Average HH Income | \$93,061**       | \$83,917                |

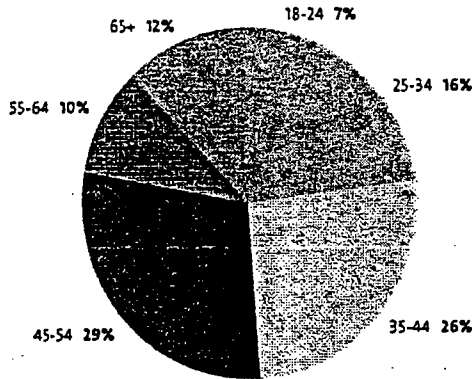
\*The Mall at The Source's trade area reaches 51.9% of the Nassau-Suffolk MSA population.  
 \*\*1999 National Average HH \$54,000

The Mall at The Source draws 63% of its customers from Nassau County as well as 11% from affluent Suffolk County and 15% from the densely-populated borough of Queens.

**SHOPPER CHARACTERISTICS**

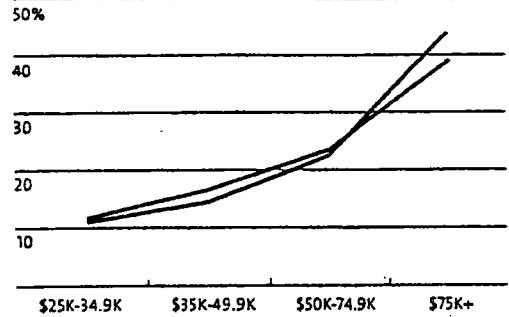
The Mall at The Source's core customers are married (86%), affluent, and in dual-income families (61%). The median age of shoppers is 45 years.

Percent of Shoppers by Age



Household Income

The Mall at The Source Shoppers  
 Nassau-Suffolk MSA



**SHOPPING CENTER INFORMATION**

94% of all shoppers make at least one purchase while at the mall.

31% of The Mall at The Source's shoppers come with a specific purchase in mind, while 24% have a specific store to shop in mind. Another 28% of The Mall at The Source's shoppers are browsers.

|                                    | The Mall at The Source | Industry          |
|------------------------------------|------------------------|-------------------|
| Average length of visit            | 1 hour 23 minutes      | 1 hour 13 minutes |
| Avg. # of stores entered per visit | 2.4                    | 2.6               |
| Avg. # of stores shopped per visit | 1.6                    | 1.3               |
| Avg. \$ spent per visit            | \$120.67*              | \$63.50           |

\*Spenders average \$165.88

**GENERAL INFORMATION**

Mall Type: Super Regional Mall

Mall Owner: Simon Property Group

Opening Date: 1997

DMA: New York #1

Address: 1504 Old Country Road, Westbury, NY 11950

Sources: Simon Property Group, 2000 The Arbitron Company and Scarborough Research Corp./VNU, Directory of Major Malls, Inc., The US Census Bureau/MapInfo Target Pro Demographic Analyzer.

What is Tanger?

Outlet Center Locations

Location Map

Location Address List

History

Our Brands

Events / Specials

Travel Information

Guest Book

Gift Certificates On-line

International Visitor Info.

Charitable Causes

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# New York

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**FREE**  
**Coupon Book** 150 more ways  
(\$5 retail value) to SAVE!

## Riverhead

**WINTER HOURS:** January 1 - March 31

Sunday - Friday

10:00am - 7:00pm

Saturday

9:00am - 9:00pm

**REGULAR HOURS:** April 1 - December 31

Sunday

10:00am - 8:00pm

Monday - Saturday

9:00am - 9:00pm

Holidays

Closed: Easter , Thanksgiving, Christmas

**Riverhead**  
Tanger Drive, Suite 200  
Riverhead NY 11901  
(800) 407-4894  
(631) 369-2732



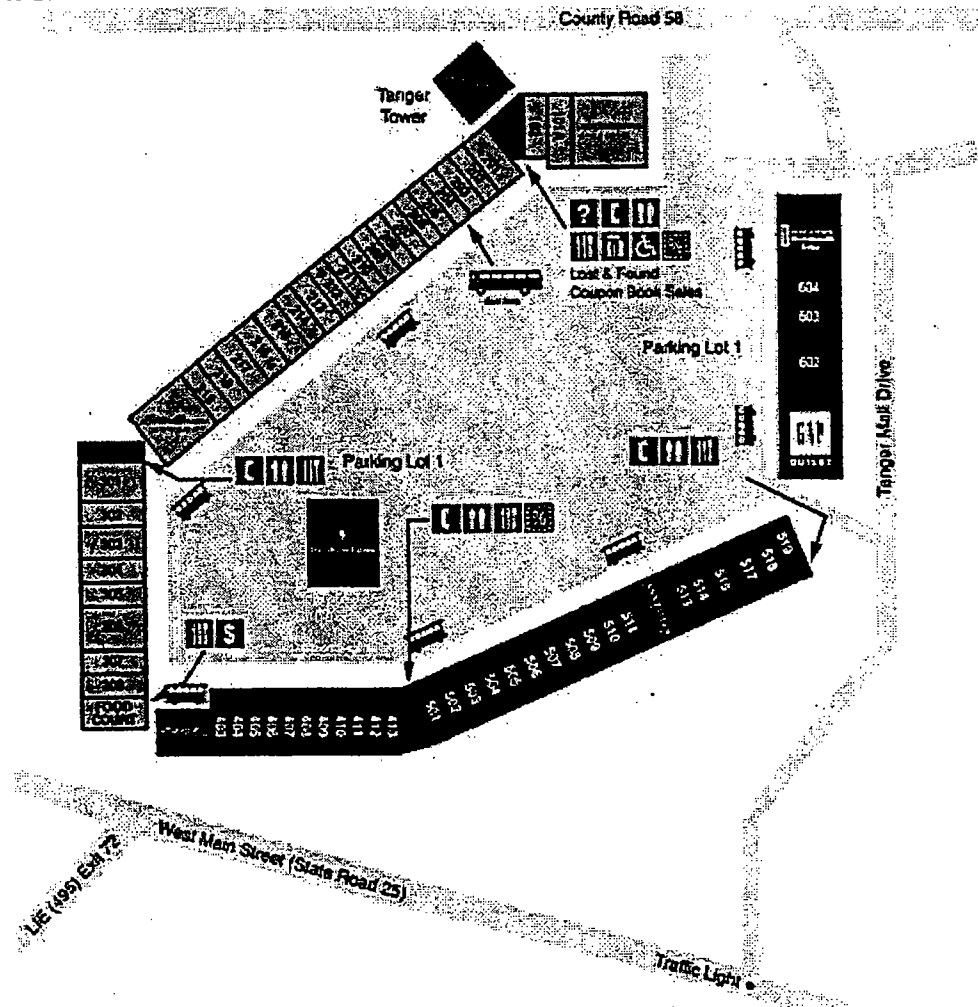
- [What is Tanger?](#)
- [Outlet Center Locations](#)
- [Location Map](#)
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- [Charitable Causes](#)
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# Outlet Map

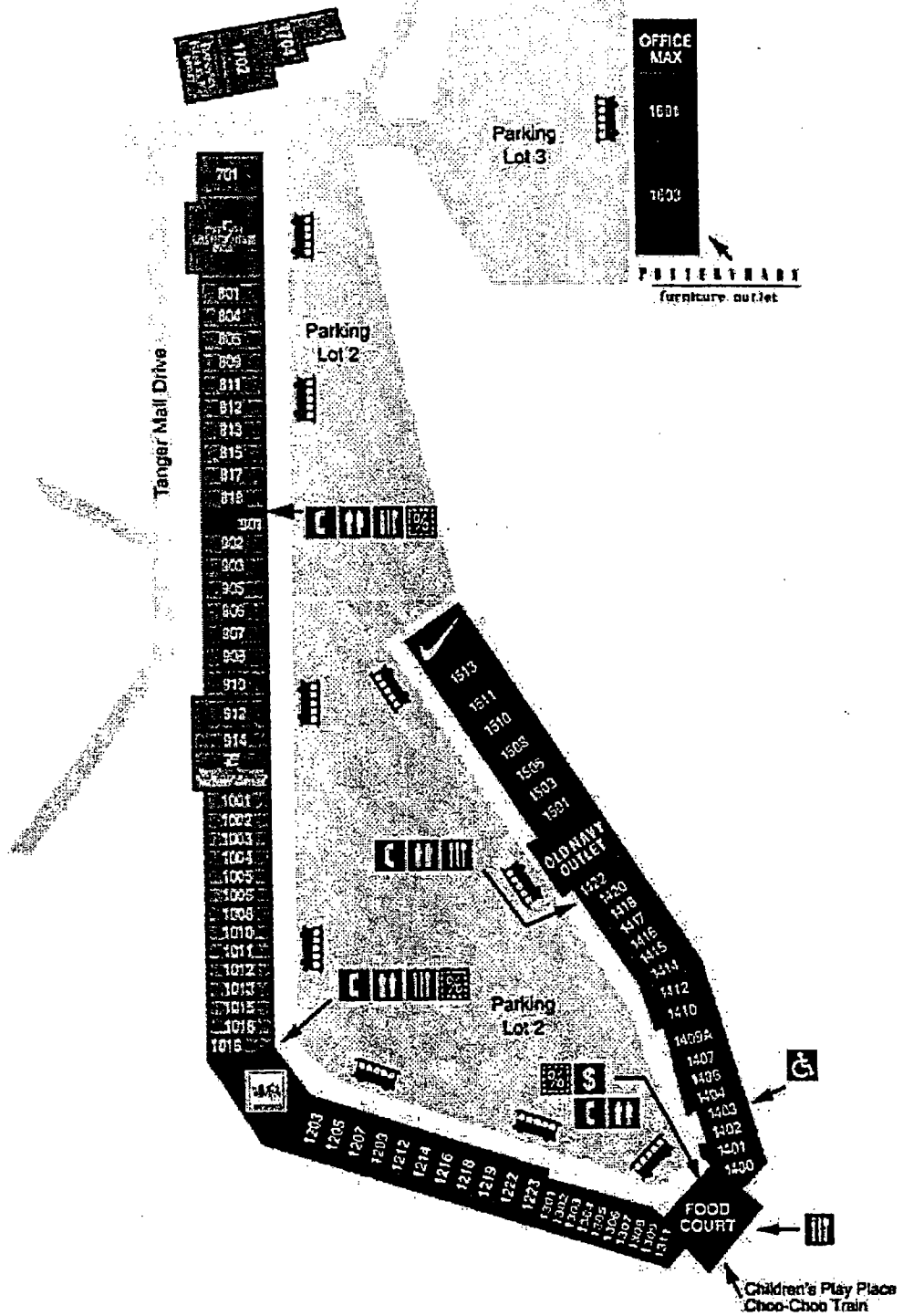
## New York

[Upcoming Events](#) | [Attractions & Accommodations](#) | [Store Directory](#) | [Directions](#) | [E-mail Us](#)

### Riverhead



County Road 58



| Store Name        | Suite Number | Phone Number   | Store Name                        | Suite Number | Phone Number   |
|-------------------|--------------|----------------|-----------------------------------|--------------|----------------|
| ABC Carpet & Home | 1601         | (631) 208-1720 | Kitchen Collection                | 412          | (631) 727-7867 |
| adidas            | 1222         | (631) 727-8823 | L'eggs Hanes Bali Playtex         | 215          | (631) 727-6484 |
| Aeropostale       | 304          | (631) 369-3621 | L'eggs Hanes Bali Playtex Express | 1003         | (631) 727-6484 |

|                                  |                     |                                       |                     |
|----------------------------------|---------------------|---------------------------------------|---------------------|
| Aerosoles                        | 903 (631) 369-4300  | Le Creuset                            | 509 (631) 208-9400  |
| Allen - Edmonds                  | 807 (631) 369-0947  | Le Gourmet Chef                       | 1704 (631) 369-3301 |
| Ann Taylor Loft                  | 512 (631) 369-8800  | Lenox                                 | 905 (631) 369-6955  |
| Anne Klein                       | 513 (631) 369-2732  | Levi's®/Dockers®<br>Outlet by Designs | 605 (631) 369-5854  |
| Auntie Anne's                    | 1315 (631) 369-5808 | Lids                                  | 1301 (631) 727-6454 |
| Baby Gap Outlet                  | 1702 (631) 369-6909 | Lillian Vernon                        | 1404 (631) 369-5705 |
| Banana Republic Factory<br>Store | 1700 (631) 727-2468 | Limited Too                           | 604 (631) 208-8691  |
| Barney's New York                | 912 (631) 369-7700  | Lindt Chocolate                       | 1212 (631) 369-6005 |
| Bass Clothing & Shoe Outlet      | 206 (631) 369-0391  | Little Me                             | 1406 (631) 727-6434 |
| Bath & Body Works                | 518 (631) 208-1160  | Liz Claiborne Outlet                  | 101 (631) 727-0075  |
| BCBG                             | 1205 (631) 722-2224 | Liz Claiborne Shoes                   | 502 (631) 369-2865  |
| Benetton                         | 902 (631) 727-5027  | London Fog                            | 508 (631) 727-0572  |
| Big Dog Sportswear               | 1506 (631) 369-6221 | Maidenform                            | 216 (631) 727-0733  |
| Bodum                            | 404 (631) 208-3337  | Maternity Works                       | 510 (631) 369-0970  |
| Bombay Outlet                    | 1513 (631) 727-1031 | MAXX NEW YORK                         | 1308 (631) 208-9700 |
| Bose Factory Store               | 812 (631) 369-6865  | McDonald's                            | 1319 (631) 369-1331 |
| Bostonian Clarks                 | 1306 (631) 727-3554 | Mikasa                                | 1101 (631) 369-7245 |
| Brooks Brothers                  | 805 (631) 369-2874  | Movado                                | 1214 (631) 208-4444 |
| Bundles                          | 303 (631) 208-1248  | Nautica                               | 804 (631) 369-6964  |
| California Sunshine<br>Swimwear  | 1005 (631) 369-6934 | New York Jewelry                      | 511 (631) 727-6969  |
| Camp Coleman                     | 1511 (631) 208-0855 | Nike                                  | 1520 (631) 369-0706 |
| Candie's                         | 1401 (631) 369-3536 | Nine West                             | 203 (631) 727-1580  |
| Cape Cod Crafters                | 1018 (631) 208-3052 | Noritake                              | 1311 (631) 208-9300 |
| Carter's                         | 302 (631) 369-7769  | OFF 5TH Saks Fifth<br>Avenue Outlet   | 701 (631) 369-5883  |
| Casual Corner                    | 1417 (631) 727-6020 | Office Max                            | 1600 (631) 208-2952 |
| Casual Corner Woman              | 1416 (631) 727-6798 | Old Navy Outlet                       | 1425 (631) 369-5831 |
| Casual Male Big & Tall<br>Outlet | 409 (631) 369-3362  | Oneida                                | 403 (631) 208-1084  |
| Chico's                          | 1010 (631) 369-3586 | OshKosh                               | 211 (631) 727-7657  |
| Children's Place                 | 908 (631) 369-6602  | Pacific Sunwear                       | 211 (631) 208-1537  |
| CinnaMonster                     | 1314 (631) 369-9391 | Paper Factory                         | 1016 (631) 369-5655 |
| Claiborne Men's                  | 101 (631) 208-0821  | Payless Shoe Source                   | 303 (631) 208-1248  |
| Claire's Accessories             | 1309 (631) 727-5501 | Pepperidge Farm                       | 503 (631) 369-2568  |
| Class Perfumes & Cosmetics       | 1303 (631) 369-9857 | Perfumania                            | 212 (631) 369-6394  |
| Coach Factory Store              | 410 (631) 369-4670  | Perry Ellis                           | 1219 (631) 369-1894 |
| Cole Haan                        | 906 (631) 208-9550  | Petite Sophisticate                   | 1415 (631) 727-6410 |
| Comingware Corelle Revere        | 603 (631) 369-8535  | Pfaltzgraff                           | 401 (631) 727-8779  |
| Cosmetics Company                | 818 (631) 208-1785  | Polo Jeans Co.<br>Factory Store       | 1510 (631) 208-9684 |
| Country Clutter                  | 1223 (631) 369-6110 | Polo Ralph Lauren<br>Factory Store    | 400 (631) 369-2227  |
| Dana Buchman                     | 208 (631) 208-0469  | Pottery Barn                          | 1603 (631) 369-7699 |
| Danskin                          | 505 (631) 727-4378  | Puma                                  | 218 (631) 905-0360  |
| Delia's                          | 411 (631) 208-0683  | Ragin Cajun                           | 1317 (631) 727-1930 |
| Dexter Shoe                      | 1207 (631) 369-4336 | Rave Girl                             | 1004 (631) 369-0901 |



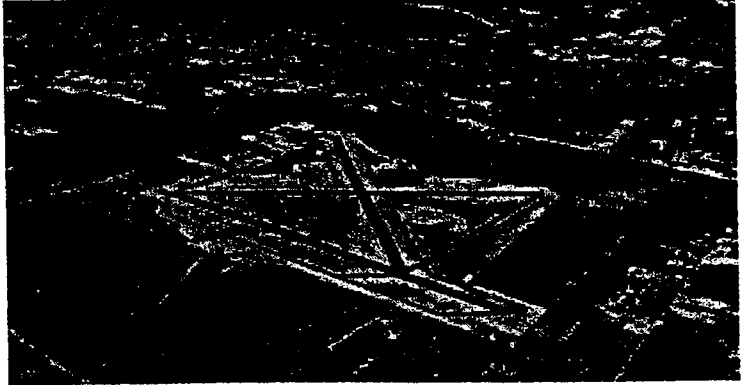
|                          |       |                |                                      |      |                |
|--------------------------|-------|----------------|--------------------------------------|------|----------------|
| DKNY Jeans               | 507   | (631) 208-0078 | Reebok Outlet Store                  | 602  | (631) 727-7000 |
| Dress Barn               | 306   | (631) 369-5446 | Remington Outlet                     | 1302 | (631) 369-9370 |
| Dress Barn Woman         | 306   | (631) 369-5446 | Rena Rowan                           | 217  | (631) 369-6453 |
| Easy Spirit              | 811   | (631) 369-4405 | Rockport Outlet Store                | 1503 | (631) 727-9495 |
| Ecko                     | 605   | (631) 208-8121 | Royal Doulton                        | 1012 | (631) 369-6940 |
| Eddie Bauer Outlet       | 221   | (631) 369-0531 | Samsonite                            | 1015 | (631) 369-3726 |
| Elisabeth                | 305   | (631) 369-3840 | SAS Shoes                            | 213  | (631) 208-0790 |
| Escada Company Store     | 801   | (631) 722-4659 | Scents for Less                      | 1006 | (631) 369-5909 |
| Etienne Aigner           | 218   | (631) 369-9383 | Seiko the Company Store              | 1305 | (631) 208-1178 |
| Factory Brand Shoes      | 1001  | (631) 369-7067 | Skechers                             | 1418 | (631) 369-5525 |
| Farberware               | 1013  | (631) 369-4520 | So Fun Kids                          | 1011 | (631) 369-8522 |
| Fila                     | 1501  | (631) 208-0850 | Socks Galore by Hanes                | 1002 | (631) 369-8085 |
| Florsheim                | 404   | (631) 727-4808 | Springmaid-Wamsutta                  | 301  | (631) 727-7118 |
| Food Court               | 309   | (631) 369-3034 | Sprint                               | 214  | (631) 208-8100 |
| Fossil                   | 1409A | (631) 208-0913 | Steve Madden                         | 1412 | (631) 208-9774 |
| Fuzziwigs                | 1403  | (631) 727-0979 | Strasburg Children                   | 1402 | (631) 369-1296 |
| G&G Retail               | 1407  | (631) 369-8157 | Stride Rite                          | 219  | (631) 369-9275 |
| Gap Outlet               | 601   | (631) 369-1454 | Sunglass World                       | 901  | (631) 369-6614 |
| Geoffrey Beene           | 207   | (631) 369-0216 | Taco Bell                            | 1314 | (631) 369-9391 |
| Great Steak & Potato Co. | 1316  | (631) 727-6357 | Timberland                           | 517  | (631) 369-5282 |
| Greg Norman              | 602A  | (631) 727-2220 | Time Factory Watch Outlet            | 519  | (631) 208-1616 |
| Guess?                   | 910   | (631) 369-6201 | Tommy Hilfiger                       | 515  | (631) 369-0050 |
| Haggar Clothing Co.      | 813   | (631) 369-6910 | Totes / Sunglass World               | 504  | (631) 369-2038 |
| Harry & David            | 501   | (631) 727-4512 | Tumi                                 | 1420 | (631) 727-8276 |
| Izod                     | 205   | (631) 369-0319 | Tupperware                           | 1400 | (631) 369-3468 |
| J. Crew                  | 1216  | (631) 369-9474 | Ultra Diamond Outlet                 | 1307 | (631) 369-7143 |
| Jockey                   | 405   | (631) 727-4773 | Van Heusen                           | 204  | (631) 369-0065 |
| Johnston & Murphy        | 1508  | (631) 369-4391 | Vans Shoes                           | 408  | (631) 727-7060 |
| Jones New York           | 201   | (631) 727-7460 | Villa Pizza                          | 1318 | (631) 727-9076 |
| Jones New York Sport     | 102   | (631) 369-2480 | Vitamin World                        | 1304 | (631) 369-6477 |
| Joseph Abboud            | 914   | (631) 727-1552 | Waterford/Wedgwood                   | 1008 | (631) 727-5057 |
| Kasper                   | 817   | (631) 727-8799 | Welcome Home                         | 413  | (631) 369-5564 |
| KB Toy Outlet            | 1203  | (631) 369-9212 | Westpoint Stevens Bed, Bath & Linens | 916  | (631) 727-5711 |
| Kenneth Cole             | 809   | (631) 369-6295 | Wilson's Leather Outlet              | 1410 | (631) 208-0357 |
| Kitchen Collection       | 412   | (631) 727-7867 | Wok & Roll                           | 1317 | (631) 727-1930 |
|                          |       |                | Zales, The Diamond Store Outlet      | 209  | (631) 208-3561 |

## LONG ISLAND MACARTHUR AIRPORT

Long Island MacArthur Airport (LIMA) has evolved from a small, box-like terminal into a thriving, state-of-the-art, modern regional airport that serves more than 1 million passengers on an annual basis. However, LIMA didn't achieve its star status overnight, rather, it took careful planning and vision to create one of the most efficient regional airports in the country, used by both business and leisure passengers traveling to and from virtually every city in the United States.

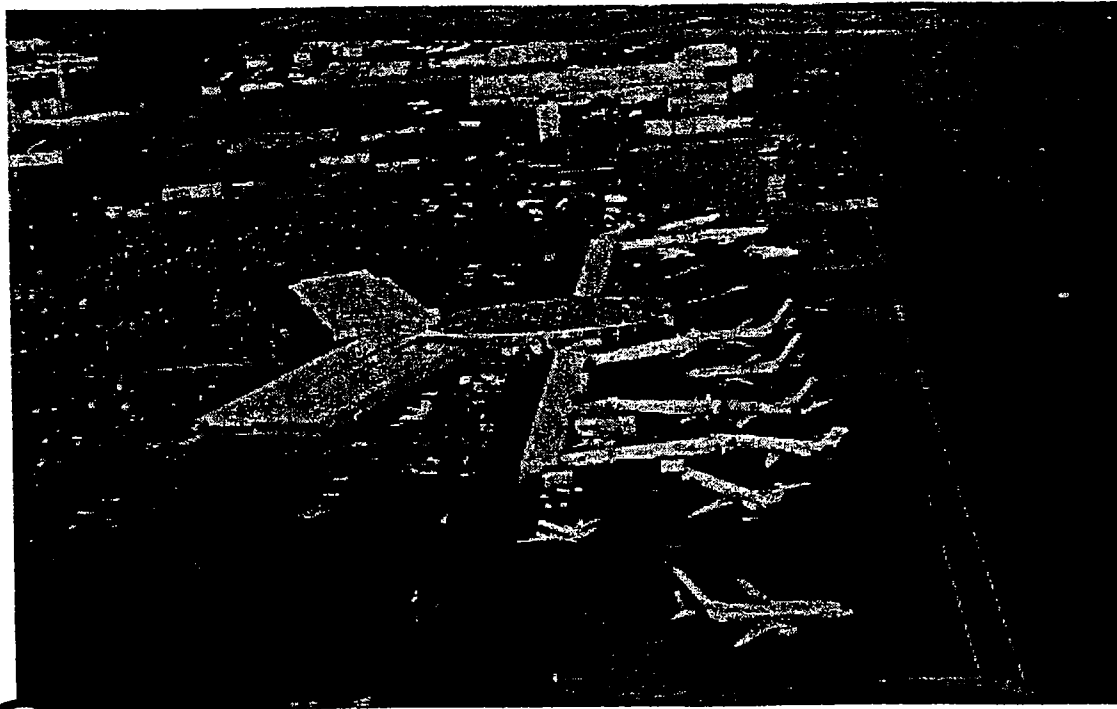
The airport, which opened in 1942, is located in the hamlet of Ronkonkoma off Veteran's Memorial Highway, about 40 miles east of New York City. Situated on approximately 1,300 acres of land, LIMA is less than two miles away from the Long Island Rail Road Station (LIRR) in Ronkonkoma. It is centrally located between Sunrise Highway and the Long Island Expressway, and offers Long Island travelers a viable and convenient alternative to LaGuardia and JFK Airports. However, people have been known to come from as far away as Connecticut to take advantage of low fares and uncongested accessibility. MacArthur accommodates approximately 130 commercial flights a day on its four runways, two of which are lighted, and one of which is both lighted and equipped with an instrument landing system.

MacArthur's prime location along the Veteran's Memorial Highway industrial and business corridor has

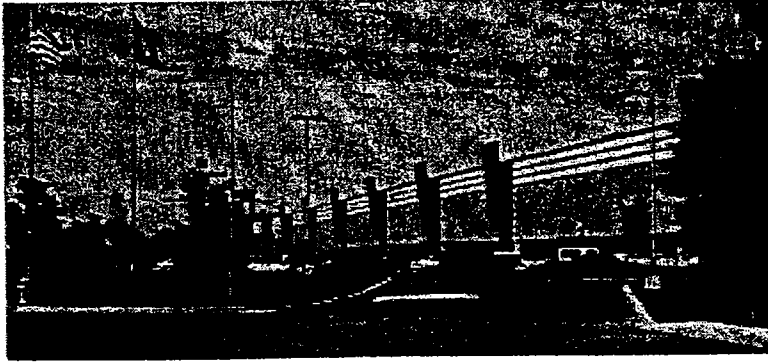


MACARTHUR AIRPORT, CIRCA 1942. KNOWN AS THE ISLIP AIRPORT, IT WAS DEVELOPED BY THE FEDERAL CIVIL AERONAUTICS ADMINISTRATION AT THE REQUEST OF THEN-SUPERVISOR CHARLES DURVEA.

attracted several renowned companies to the area, including Nortel Networks, Symbol Technologies, Twin Labs, Atkins Nutritional, and Computer Associates World Headquarters. In fact, officials from Computer Associates have noted that the presence of the airport has been key in their ability to do business effectively and efficiently.



LONG ISLAND MACARTHUR AIRPORT AT PRESENT. PHOTO COMPLIMENTS OF EAGLE EYE AIR PHOTO.



THE BUSINESS AND INDUSTRIAL CORRIDOR AROUND MACARTHUR AIRPORT IS ONE OF THE FASTEST GROWING AREAS ON LONG ISLAND. MANY NATIONALLY BASED CORPORATIONS, SUCH AS TELLABS, SHOWN HERE IN THEIR NEW \$60 MILLION FACILITY LOCATED ADJACENT TO AIRPORT GROUNDS, HAVE CHOSEN TO LOCATE THERE. PHOTO BY GREG HANCOCK.

Islip Town's Economic Development Director William Mannix agreed, pointing out that he often cites MacArthur's benefits when meeting with companies intending to locate in the town. He notes that LJMA has most certainly been a magnet for industrial and economic growth. "In fact, several companies have solidified their decision to locate or expand in Islip because of the airport," said Mannix.

Another business advantage of MacArthur Airport is the Foreign Trade Zone (FTZ), conveniently located just next door. An FTZ is a site where foreign and domestic merchandise is generally considered to be in international commerce. Merchandise entering this enclave does not need a formal U.S. Customs entry and isn't charged Customs duties or government excise taxes until it leaves an FTZ for sale in the domestic market. There are no quota restrictions or limitations on goods housed in the FTZ and the FTZ Authority is a tax-exempt body.

The FTZ adjacent to MacArthur Airport comprises approximately 435,000 square feet of office, warehouse, and industrial space on 52 acres of land. Here, merchandise may be stored, repaired, salvaged, manipulated, mixed, assembled, repackaged, or destroyed, and no duties are paid on goods that are re-exported directly from the FTZ. Additionally, occupancy costs are included in a single monthly rental fee, so businesses may optimize their earnings.

While MacArthur Airport has historically been a convenient option for travelers, September 1999 saw the beginning of a new era, for it marked the grand opening of an entirely renovated passenger terminal. The \$13 million renovations included the addition of four baggage carousels, new ticketing counters, the addition of 1400 parking spaces and brand-new bathroom facilities. All of this was done on time and under budget, without the use of town tax dollars.

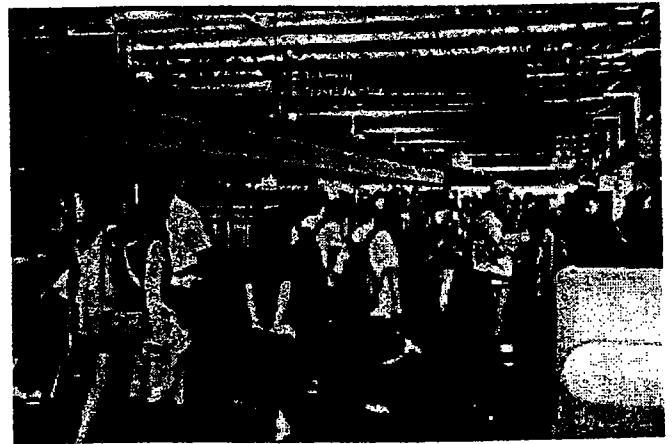
Since the renovations, a number of air carriers with service to virtually every city in the United States have added their presence to MacArthur, including Southwest Airlines, the popular no-frills air carrier that offers discount fares. Other airlines offer travel options that include domestic flights, as well as connections for international travel, and MacArthur's popularity with both the business and leisure traveler is reflected in passenger numbers which have soared to new heights. In 2000, the airport saw more than two million passengers.

"Our goal was to create the most efficient, modern regional airport that we could without burdening the taxpayers," said Islip Town Supervisor Pete McGowan. "Today, that goal is a reality, and virtually every city in the country is served out of MacArthur Airport."

When arriving at LJMA, passengers may park in the hourly, daily, long-term, or economy lot, where a shuttle bus awaits to take them to the main terminal. There is also an exclusive parking lot where Islip Town residents with a permit may park free of charge. For added convenience, a private jitney delivers travelers to and from the LIRR station to the airport for a nominal charge.

Upon entering the terminal, travelers check in at the expanded ticketing area and then have the opportunity to visit the recently refurbished gift shop before going to their gate. The airport also has a snack shop and restaurant on premises.

However, as prosperous as MacArthur Airport may become, Supervisor McGowan remains adamant in his belief that, as a municipally owned and operated airport, LJMA will retain its hometown flavor. ■



WITH THE MODERNIZATION OF THE AIRPORT TERMINAL AND THE ADDITION OF POPULAR NO-FRILLS AIR CARRIER SOUTHWEST AIRLINES, ACTIVITY HAS CLIMBED MORE THAN ONE MILLION PASSENGERS ANNUALLY. PHOTO BY GREG HANCOCK.



# HOFSTRA UNIVERSITY

## LONG ISLAND STUDIES INSTITUTE

West Campus Library  
619 Fulton Street  
Hempstead NY 11550-1090  
Prof. Geri Solomon

| General Information | Publications | Collections | Contact

The Long Island Studies Institute, a cooperative endeavor of Hofstra University and Nassau County, is a major center for the study of Long Island local and regional history. Located at the Library Services Center on Hofstra's West Campus, the Institute's research facility includes the Nassau County Museum's reference collection and Hofstra University's James N. MacLean American Legion Memorial collection. These resources—books, photographs, newspapers, maps, census records, genealogies, government documents, manuscripts, and audiovisual materials—constitute a rich repository for local history research.

The Institute sponsors meetings, exhibits, conferences, and publications pertaining to Long Island and its heritage. For a complete list of Institute publications and program information, contact the Institute at [lisi@hofstra.edu](mailto:lisi@hofstra.edu) or click on the publications link above.

The Long Island Studies Institute collections are available to scholars, teachers, students, and the general public. For information, please contact, Prof. Geri Solomon, at (516) 463-6407.



### Hofstra University Remembers

On November 28, 2001 a Memorial Service was held for victims of the September 11th attack who were members of the Hofstra University family.


#### Hours:

9 a.m. to 5 p.m. Monday through Friday, except major holidays (Fridays to 4 p.m. during the summer).

#### Directions:

Reach the Meadowbrook Parkway via the Northern State Parkway, exit 31A (from the

west) or 31S (from the east) or Southern State Parkway, exit 22N. Take the Meadowbrook to exit M-4, Route 24 West. Pass the main Hofstra campus and continue one-half mile west. The Institute is located at 619 Fulton Avenue (Hempstead Turnpike/Route 24), on the north side of the street, next to Hofstra's Twin Oaks residence facility. Parking is adjacent to the building in the lot shared with Twin Oaks; the Institute is on the second floor.

 Long Island Studies Institute  
Hofstra University  
West Campus Library  
619 Fulton Avenue  
Hempstead, NY 11549-4575  
(516) 463-6411; Fax (516) 463-6441;  
[lisi@hofstra.edu](mailto:lisi@hofstra.edu)





# HOFSTRA UNIVERSITY

## LONG ISLAND STUDIES INSTITUTE

| General Information | Publications | Collections | Contact

### Research Collections

Hofstra University  
West Campus Library  
619 Fulton Avenue (Hempstead Turnpike)  
Hempstead, NY 11549

Phone: (516)-463-6411

Fax: (516)-463-6441

LISI@Hofstra.edu

Hours: 9:00 a.m. - 4:45 p.m. Monday to Friday

Institute closes at 4 p.m. Fridays in the summer.

Closed on major holidays.

The Institute provides a rich repository for the study of Long Island regional and local history. The collections combine the Nassau County Museum's Reference Collection and Hofstra University's James N. MacLean Collection of New York State History. The collections are open to the public for use in the department reading room during normal business hours. For information, contact Associate Director Debra Willet, (516) 463-6410.

No appointment is needed to use books and microfilms. However, patrons wishing to consult the documents, manuscripts and other unique items will require appointments. For an appointment, contact Dr. Mildred DeRiggi (516) 463-6417, or Mr. Gary Hammond at (516) 463-6418.

#### Research materials in the collections include:

Books, pamphlets, and published records related to the history of New York State and Long Island, including the counties, towns, and villages.

Business records, mostly 19th century.

Church records and vital statistics for Long Islanders.

Genealogies and family histories of Long Island families.

Histories of New York State, Long Island, various counties, towns and villages in book and pamphlet form.

Land deeds [Queens/Nassau County] through 1899.

Long Island federal census rolls on microfilm, 1790 to 1920 (including Brooklyn and Queens counties).

Manuscripts, documents, and ephemera from local families (including journals, daybooks, and registers).

Maps and charts documenting the history of Long Island.

New York State census rolls on microfilm for Long Island, 1915-1925 (including Brooklyn and Queens counties).

Newsletters of various organizations and associations.

Newspapers (on microfilm) dating back as early as 1725. These include both regional papers such as *Newsday*, *Long Island Daily Press*, and *Hempstead Sentinel* and local community papers including the *Levittown Eagle*, the *Roslyn News*, and the *Glen Cove Guardian*.

Periodicals related to Long Island history.

Photographs, slides, postcards and prints of people, places, and events from the area's history.

Poetry and literature by local authors.

Records from schools, fire departments, local government agencies, and various

organizations, including agricultural societies, cemeteries, churches, debating societies,  
Girl Scouts, etc.

Vertical files including newspapers and ephemera.

Wills and estate inventories from Queens and Nassau Counties (18th and 19th  
centuries).


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We're working to end hunger on Long Island.



We all have the potential to move the world

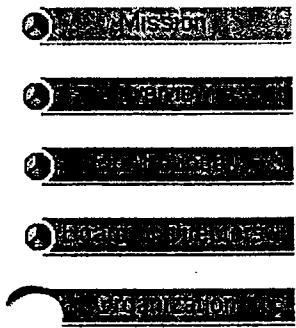


**OUR MISSION STATEMENT**

The mission of Long Island Cares is to bring all available community resources together for the benefit of the hungry on Long Island. Long Island Cares is a catalyst in the community to work toward long-term food self-reliance while recognizing that the most vulnerable segments of the population will always require assistance.

The goals of Long Island Cares are:

- To provide emergency food assistance where and when it is needed.
- To sponsor programs that help families achieve self-sufficiency.
- To educate the general public about hunger on Long Island.



To request general information about our organization by e-mail, click here:



Long Island Cares Inc.  
 10 Davids Drive  
 Hauppauge, NY 11788  
 Phone (631) 582-FOOD  
 Fax (631) 273-2184  
 E-mail: [info@licares.org](mailto:info@licares.org)

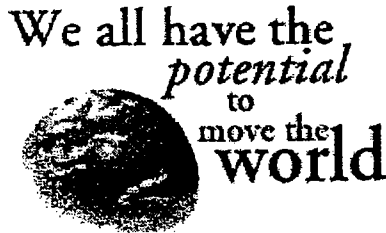
Your comments and suggestions about this site are welcome. Click here to share them:







*We're working to end hunger on Long Island.*



**OVERVIEW**

Long Island Cares is a not-for-profit, community based, regionally responsive organization working in partnership with charitable agencies in Nassau and Suffolk Counties. We are the leading anti-hunger organization and the only food bank on Long Island.

Long Island Cares was founded in 1980 by the late singer/activist Harry Chapin in response to the immediate needs of hungry Long Islanders. It is continued today by his wife and partner Sandy Chapin. In the years since Harry Left us, Long Island Cares has become an organized force of caring, dedicated people who are making a difference in the fight against hunger on Long Island.

Long Island Cares' goals are to provide emergency food where and when it is needed and to sponsor programs that help families achieve self-sufficiency. Our goals are high. We are here to promote the food welfare of Long Island, to raise the nutritional standards of our community, to bring into closer relation the resources and food needs of the community, and to encourage food self-reliance for all Long Islanders.

[Long Island Cares Brochure](#)

[Directions to Long Island Cares](#)

To request general information about our organization by e-mail, click here:



Long Island Cares Inc.  
 10 Davids Drive  
 Hauppauge, NY 11788  
 Phone (631) 582-FOOD  
 Fax (631) 273-2184  
 E-mail: [info@licares.org](mailto:info@licares.org)

Your comments and suggestions about this site are welcome. Click here to share them:





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Bethpage, NY 11714

516.349.6768 Tel  
516.349.6765 Fax  
kkordeleski@bethpagefcu.com

**Kirk Kordeleski**  
President and  
Chief Executive Officer

July 24, 2003

Mr. Mark A. Treichel  
Regional Director  
National Credit Union Administration  
Region I  
9 Washington Square, Washington Ave. Extension  
Albany, NY 12205

Dear Mr. Treichel:

Bethpage Federal Credit Union would like to amend its Charter Conversion Application dated February 12, 2003 to exclude the Southern Fork of Long Island from its field of membership request. This area includes the communities of Southampton, the Shinnecock reservation, Shelter Island and Easthampton, representing a population of approximately 75,000 residents. This upscale community represents limited business opportunities for the credit union, as its residents are well served by larger banks and brokerage institutions. Bethpage's business strategy continues to focus on serving the underserved and mainstream communities on Long Island who we feel can benefit most from our low-cost services. The exclusion of this area from our charter request will have no material impact on the projections provided in our application.

If you have any questions regarding this amendment request, please feel free to contact me.

Sincerely,

Kirk Kordeleski  
President and CEO

### Note to Reader Regarding Amended Service Area

On July 24, 2003, the applicant amended their proposal to include Nassau County, New York and the following and the following portions of the adjacent Suffolk County, New York: Town of Huntington; Town of Babylon; Town of Smithtown; Town of Islip; Town of Brookhaven; the Poospatuck Reservation; Town of Riverhead; and Town of Southold.

The amended application represents a reduced proposed service area. Originally, management had proposed serving Nassau County and Suffolk County, New York in their entireties. Management made the decision to reduce their proposed service area after considering the residents who would best benefit from Bethpage Federal Credit Union's product and service mix.

Some of the supporting materials in the business plan reference Long Island in a generic sense. Based on our review of the business plan, the credit union's resources, and the capabilities of management, the applicant can accomplish the objectives of the proposal with the amended service area. A reader should not construe any reference to "Long Island" to mean the applicant needs to serve both Nassau County and Suffolk County in their entireties to satisfy the goals stated in the business plan. In addition, the revised proposal to exclude eastern Suffolk County (population 77,163) will not have any material effect on the financial projections.

# 1. EXECUTIVE SUMMARY

Bethpage Federal Credit Union (Charter number 04735) is applying to the National Credit Union Administration for the purpose of amending its charter to convert from an occupational charter to a community charter serving the Long Island community defined as the counties of Nassau and Suffolk located in the state of New York. Bethpage FCU seeks to serve the following community field of membership:

*Persons who live, work, worship or attend school on Long Island as defined by the Nassau and Suffolk Counties in the state of New York, their immediate family members, as well as businesses and other legal entities located therein.*

- Amend

This definition includes a resident population of over 2.7 million consumers.

## *Statement of Purpose*

Today, Bethpage FCU maintains a branch presence that serves Select Employee Groups (SEGs) and members from the western part of Nassau County to the eastern end of Suffolk County. In applying for a community charter conversion, the credit union's objective is to reach out to the entire community while maintaining long-term financial soundness and stability. The recent addition of three underserved areas to the credit union's field of membership – Hempstead, NY, Central Islip, NY, and Brentwood, NY – demonstrate its desire to extend high quality, low-cost financial services to members of the Long Island community who may not otherwise have access to a credit union. Bethpage FCU is committing significant resources to serve these areas with the addition of a new branch in Hempstead, NY (the largest of the three underserved areas) and through the expansion of its Bay Shore location that currently serves Brentwood and Central Islip. Additionally the credit union has developed a specialized product line to address the unique needs of these residents. The credit union will look to extend this same level of commitment as it seeks to effectively serve the Long Island community as proposed within this application request.

*James Lee*

The information that follows will support Bethpage FCU's request for conversion to a community charter. Specifically, this documentation will demonstrate that:

- The proposed field of membership meets the definition of a "well-defined local community, neighborhood, or rural district" where individuals have common interests or interact;
- Bethpage FCU has a justifiable business need to expand its field of membership;
- Bethpage FCU has the necessary operational, financial, and managerial resources to successfully serve this proposed community.

Summary information is included in this section. Expanded data is presented in the sections that follow.

#### **Well Defined Local Community**

Long Island is a well-defined local community consisting of two counties – Nassau County to the west and Suffolk County to the east. While Long Island also encompasses the localities of Brooklyn and Queens, these areas are considered part of the five boroughs of New York City and are generally excluded from the defined borders of Long Island.

The area's designation as an island provides evidence of clear and distinct geographic borders. Three sides of the community are bordered by water – Long Island Sound to the north and the Atlantic Ocean to the south and east. The western border of the community consists of the boundary line between Nassau County and (Queens) New York City. (See Appendix 7.1)

Demographically, Long Island is 1,199 square miles and is home to 2.7 million people. 48% of the population resides in Nassau County with the additional 52% residing in Suffolk County, which is consistent with the credit union's current membership distribution, as well as the distribution of its employee base. Residents of the area come together socially, culturally, economically, and intellectually not just because of the proximity of the people, but also because of the ease of movement within the area and the wide variety of opportunities for communication and contact. The two counties are integrally connected by a number of key factors including geography, governmental structure, economic activity, civic and educational activities, media, leisure, and health related services. Section 3 of this document discusses each of these factors in greater detail.

*Summary of Demographic Information*

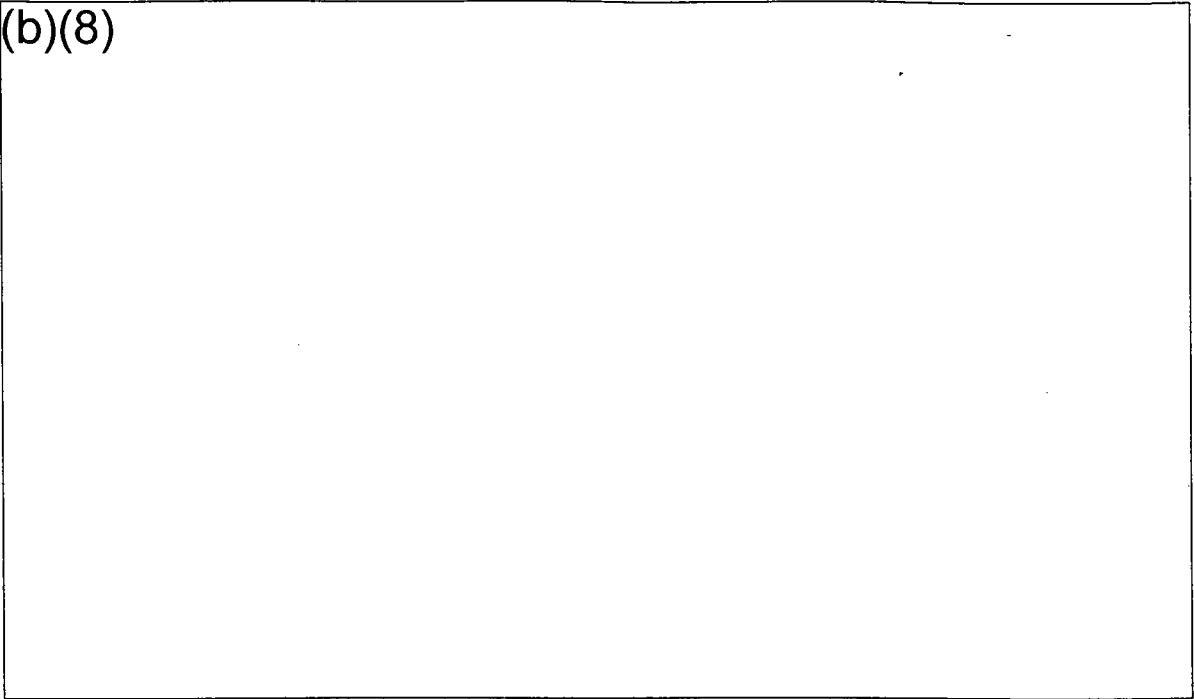
| DEMOGRAPHICS                         | NASSAU    | SUFFOLK   | LONG ISLAND | NEW YORK   |
|--------------------------------------|-----------|-----------|-------------|------------|
| Population in 2000                   | 1,334,648 | 1,438,973 | 2,773,621   | 19,011,378 |
| Population Growth from 1990 to 2000  | 3.6%      | 8.8%      | 6.2%        | 5.6%       |
| Land Area (sq. miles)                | 287       | 912       | 1,199       | 47,214     |
| Total Households                     | 447,387   | 469,299   | 916,686     | 7,056,860  |
| Percentage of Long Island Population | 48%       | 52%       | 100%        | N/A        |

Source: Dr. Lee Koppleman, Executive Director of the Long Island Planning Board and Professor Stony Brook University

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## 2. INTRODUCTION

### 2.1 Long Island – A Historical Perspective

The Long Island community was first inhabited by Indians, who were the only inhabitants until Europeans (primarily English and Dutch) first landed on Long Island in the 1500s. Tensions eventually developed between the English and Dutch colonists, and in 1664, England gained control over all of Long Island. The English divided Long Island into three regions, a western part (which eventually became part of the City of New York), a middle section, and an eastern portion. These regions were later divided into counties (at that time called Kings – now Brooklyn, Queens – encompassing Nassau County, and Suffolk). The English continued to occupy Long Island during the 1700s and right through the Revolutionary War, during which they defeated the colonists in the Battle of Long Island.

After the war, Long Island continued to grow as a farming and fishing community. In the 1800s, whaling became a significant industry on Long Island, which in turn spurred a ship building industry. These industries prospered throughout the Long Island area. It was during this time that several roads were built running from Kings County (Brooklyn) in the west, through what is now Nassau County and well into Suffolk County in the east. The Long Island Railroad (the "LIRR") was established in 1834, and within a decade was providing rail service across the length of Long Island.

With the influx of immigration from Europe and migration from surrounding areas, Long Island's population surpassed 1,000,000 people in the 1890 census. More than 80% of these people were concentrated in Kings County (Brooklyn). In 1898, the City of New York expanded to include Brooklyn, the Bronx, Richmond and Manhattan, together with the western third of Queens. The remainder of Queens became Nassau County the following year.

To deal with the increasing population on Long Island, New York State created the Long Island State Parks Commission that, under the leadership of Robert Moses, became the community's most powerful governmental agency. Moses did not plan specifically for Nassau or Suffolk County; he planned for Long Island as a whole. An entire system of parkways was created linking Nassau and Suffolk Counties. Parks were built for use by residents of the entire community, such as Bethpage State Park and Jones Beach State Park.

By the end of the 1930s, Long Island had developed a significant aircraft industry on Long Island. Several of the aircraft companies on Long Island were centrally located near the Nassau-Suffolk border and employed residents from all over Long Island. These companies, including Grumman Aircraft Engineering Corporation and Republic Aviation, supplied most of the fighter planes used in World War II. These companies spurred the development of dozens of other companies in both Nassau and Suffolk Counties that supplied parts and services necessary for aircraft production.

After World War II, Long Island saw explosive growth in its population. There was mass development of residential communities for returning veterans. Long Island's population, exclusively Nassau and Suffolk Counties, grew from 604,103 in 1940 to nearly 2,000,000 in 1960. This population explosion occurred in both Nassau and Suffolk Counties.

As the aircraft industry began to wane on Long Island, the population growth in the area began to slow and essentially from 1970 to the present the population of the area has remained fairly constant. The population on Long Island in 1990 was 2,609,212 – 1,287,348 in Nassau County and 1,321,864 in Suffolk County. Other industries and businesses have developed on Long Island, and the area remains one of the primary residential locations for people who work in New York City.

## **2.2 Bethpage FCU – A Profile of Success**

### **A Proud Heritage**

Bethpage FCU, originally Grumman Employees Plant #2 FCU, was chartered in 1941 to serve the employees of Grumman Plant #2, a division of Grumman Corporation, a growing Long Island-based defense contractor. By 1969 Grumman Corporation employed over 30,000 and was the primary contractor for the US Navy and NASA for programs based throughout Long Island.

In the late 1980s defense spending was at an all time low and many of the defense contractors began to reduce their staff in response to the reduction in defense spending. Bethpage FCU's major sponsor – Grumman Corporation – began to feel the effects of this major downsizing. In an effort to combat this, the credit union capitalized on opportunities by merging with three other credit unions – Flexible Employees Federal Credit Union, PCK Employees Federal Credit Union and IMC Magnetics Federal Credit Union at the request of the NCUA. In 1994, the credit union again suffered significant loss of its core membership group when Grumman Corporation merged with Northrop Corporation, a California-based defense contractor, and formed Northrop Grumman. All of Grumman's facilities throughout Long Island, stretching from Bethpage to eastern Long Island in Calverton, were either extensively downsized or closed, reducing the employee base from its all-time high of

30,000 to approximately 2,500 today. As a result of the merger, there exists an overlap between Bethpage FCU and Northrop Grumman Federal Credit Union for Northrop Grumman employees working on Long Island. In addition, due to the recent merger between Northrop Grumman and TRW, TRW Federal Credit Union has requested the NCUA to amend its charter to include all Northrop Grumman employees as well.

The erosion of its core sponsor precipitated Bethpage to amend its charter and become a multiple sponsor credit union in 1989 with the addition of Hazeltine Corporation to its field of membership. The credit union has continued to follow this strategy of adding new sponsor groups and today serves 156 diverse organizations. (See Appendix 7.2 for SEG Listing).

### **Bethpage Today**

Bethpage FCU has grown to be the largest credit union on Long Island primarily because of its ability to adapt to changes and its ongoing commitment to investing its resources to improve service to its members. For the past 60 years, Bethpage has focused its efforts on expanding services and increasing access to its growing and diverse membership through the adaption of new technology and continued expansion of its branches through Long Island. As a result, the credit union continues to receive the highest ratings for service on its bi-annual member survey conducted by Koch-McNabb Resources and is rated one of the top performing credit unions according to the Raddon Financial Group (Excerpts of these studies are included in the Bethpage Federal Credit Union Charter Conversion Addendum – Section 3 and Section 4). By investing in brick and mortar, developing new products and services, adopting new delivery technologies and investing in its employees, the credit union has positioned itself for continued growth.

### *Sense of Community*

Bethpage's outreach stretches well beyond the delivery of high quality, low cost financial services. The credit union continues to be an integral part of Long Island's cultural, civic and social climate. Through participation in charitable efforts, sponsorship of sporting events and through active political advocacy with Long Island politicians, Bethpage has positioned itself as a solid corporate citizen. In addition to participating corporately in these activities, the credit union's management team also dedicates personal resources to many community efforts (More information regarding Bethpage's community outreach is included in Section 3.9).

### *Founded on Financial Strength*

Bethpage continues to be financially strong. In 2002 the credit union reached \$1,462,000 in assets and enjoyed record growth in membership, deposits and loans of 10%, 21% and 30%, respectively. Bethpage's net worth ratio remained at a strong 10.89% and its ROA exceeded the credit union goal of 1%.

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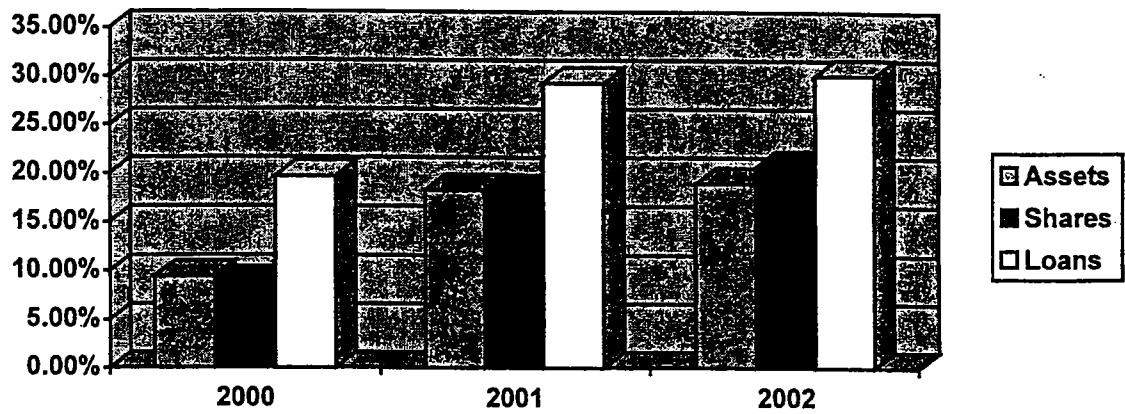
*Growth Table: 12/00 to 12/02 (dollars in 000's)*

|                 | December 2000 | December 2001 | December 2002 |
|-----------------|---------------|---------------|---------------|
| No. of Members  | 95,435        | 101,911       | 112,000       |
| No. of Accounts | 194,815       | 210,830       | 231,889       |
| No. of Loans    | 44,257        | 47,713        | 48,842        |
| Assets          | \$1,038,000   | \$1,229,000   | \$1,462,000   |
| Shares          | \$897         | \$1,060       | \$1,280       |
| Loans           | \$496         | \$641         | \$835         |
| Loan/Share      | 55.3%         | 60.5%         | 65.2%         |
| Net worth       | \$132,000     | \$144,000     | \$159,000     |
| 12 Month ROA    | 1.26%         | 1.09%         | 1.09%         |

*Growth Table in 12/00 to 12/02 (as a Percentage)*

|        | December 2000 | December 2001 | December 2002 |
|--------|---------------|---------------|---------------|
| Assets | 9.43%         | 18.28%        | 18.98%        |
| Shares | 8.81%         | 18.23%        | 20.73%        |
| Loans  | 19.66%        | 29.29%        | 30.10%        |

*Growth Graph: 12/00 to 12/02*



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These guiding principles, which are consistently communicated and reinforced throughout the organization with internal marketing (See Appendix 7.3), serve to direct the organization's activities and act as the yardstick by which it gauges its success.

### **2.3 Why Convert To A Community Charter?**

Bethpage FCU had experienced significant SEG growth in the 1990s through the adoption of an aggressive sales strategy that focused on targeting larger companies with an employee size of at least 250. The credit union's success in this market is evidenced by the fact that it currently serves 71 of the largest companies on Long Island and 11 out of the top 15. While this strategy has helped Bethpage grow to be the largest credit union on Long Island, the potential market for these companies is quickly shrinking. The majority of these organizations are already served by Bethpage, another credit union, or are simply averse to offering credit union services.

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A breakdown of Long Island businesses by employee size is represented below:

|                | No. of Businesses | Less than 50 Employees | 50-249 Employees | 250-499 Employees | More than 500 Employees |
|----------------|-------------------|------------------------|------------------|-------------------|-------------------------|
| <b>Nassau</b>  | 46,686            | 44,903                 | 1,562            | 151               | 70                      |
| <b>Suffolk</b> | 42,477            | 40,845                 | 1,439            | 128               | 65                      |
| <b>Total</b>   | 89,163            | 85,748                 | 3,001            | 279               | 135                     |

Source: 1999 County Business Facts, US Census

By virtue of their small employee size and due to their wide dispersion throughout Long Island, it has become cost prohibitive for the credit union to allocate branch, ATM and other resources to effectively serve these smaller companies in accordance with its Vision. As a result, Bethpage is requesting to expand its field of membership potential through conversion to a community charter so that it can effectively serve not only the small business market, but extend credit union services to the surrounding communities – many of which are underserved. The increased growth of members and assets would also allow Bethpage to remain more competitive in a region with a heavily saturated and competitive financial environment made up of banks, predatory lenders and check cashing establishments (See Appendix 7.4 for a complete listing of Market Competition). With the recent introduction of Commerce Bank and Washington Mutual into the NY/Long Island market, a community charter would allow Bethpage to demonstrate its unique advantage over these other financial institutions by offering superior rates, lower fees and exceptional service to consumers on Long Island. Bethpage has established branches throughout the area and already serves over 112,000 of these Long Islanders.

## **2.4 Serving The Community**

Bethpage FCU is uniquely positioned to market and deliver exceptional credit union services to the proposed Long Island community. For the past 60 years, the credit union has continued to develop and improve its products offerings and today, offers a full array of services that rival any commercial bank. Most recently, the credit union has introduced a variety of commercial products to serve its member businesses. With the addition of seasoned Business Lenders to its staff, and its plans to develop a business lending CUSO for loan participations with other credit unions, Bethpage can expand its lending capabilities while still minimizing risk. This year the credit union also introduced new consumer products including new mortgage options – jumbos, mortgages on second homes, and mortgages targeted at low-income individuals, as well as a new fixed IRA certificate product. The credit union has also re-branded its CUSO Bethpage Financial Services, which now offers an expanded menu of investment and insurance products.

### **Delivering Service**

Bethpage FCU has, and continues to, demonstrate a strategic commitment to maintaining and developing a robust and dynamic delivery channel infrastructure consistent with the credit union's vision of "Extraordinary Service & Value Anytime, Anywhere. This has been successfully achieved not only by expanding its proprietary branch network, but also through partnerships, strategic alliances and embracing the cooperative spirit of the credit union industry.

### *Branch Expansion*

Bethpage FCU's current branch network consists of eight offices located strategically throughout Long Island to serve its existing membership. All publicly accessible branch locations offer 24-hour, seven day a week ATM access in the communities where they are located. Bethpage FCU is also an active participant in the Shared Service Center Network (See Appendix 7.5 for a map of Bethpage and Shared Service Center locations). Participation in this cooperative alliance provides the credit union's members access to over 800 branch locations nationwide, including 18 shared branches located throughout Long Island. Bethpage's participation in this cooperative network provides for a significantly enhanced delivery channel while also leveraging the existing and future "brick and mortar" branch deployments of all other Shared Service Center participants.

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In addition to its branch network, the credit union has recently acquired an additional 25,000 sq. ft. of office space in Huntington, Long Island to support its ~~operations and has begun the preliminary planning to~~

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2006.

#### *Convenient Access*

All Bethpage FCU branch locations have extended and competitive hours of operation. To recognize and accommodate the changing marketplace and needs of its members, Bethpage FCU has recently expanded its Branch and Call Center hours of operation. Branches are currently offering late hours and are beginning to offer Saturday service. Call Center services (including loans and mortgages by phone) will be available to its members on Saturdays beginning March 2003 in addition to Monday through Friday from 7:30AM to 8:00PM EST. Shared Service Center outlets are also available on Saturdays.

Bethpage FCU is also a participant in the Alliance One No Surcharge Cooperative that provides members surcharge-free access to over 3,500 ATMs nationwide (See Appendix 7.6 for a listing of Long Island Surcharge Free ATMs). Additionally, the credit union partnered with Long Island's King Kullen Supermarket chain to provide 52 additional surcharge free ATMs. These arrangements, combined with the credit union's own proprietary ATM network offer members surcharge-free access at over 200 ATMs located throughout Long Island. Bethpage's ATM/Debit cards are also widely accepted throughout the country through its relationship with national, regional and local transaction networks (VISA, PLUS, STAR, NYCE, MemberAccess, Credit Union 24 etc.). Bethpage members also enjoy 24/7 access to the credit union's Audio Response Teller system (in English & Spanish), home banking platform, bill payment and wireless services, and consumer and mortgage lending through their Anytime Access and Prime Alliance partners. Bethpage's continued focus on increasing member access will allow the credit union to effectively serve the entire Long Island community.

### **2.5 Serving The Underserved**

Bethpage Federal Credit Union has continued to diversify its SEG base and expand its outreach throughout Long Island. In 2002, the credit union added three of Long Island's largest underserved areas to its charter – Hempstead, Brentwood and Central Islip (See Appendix 7.7 for Underserved Area maps) – under the NCUA's *Access Across America* initiative. As a result of this

expansion effort, and as a consequence of the changing demographics on Long Island, the credit union has had an opportunity to serve a diverse membership base that includes many low-to-moderate income individuals as well as many start-up and emerging businesses. In fact three of the credit union's eight branches are located in or in close proximity to low-income areas.

The credit union continues to develop products designed to serve this market as well. While many of the credit union's core products are well suited to this audience, there are significant efforts underway to develop additional products to serve the needs of these members and small businesses. (See Appendix 7.8 for a complete listing of Bethpage's Product and Service offerings).

## 4. BUSINESS PLAN

This section contains Bethpage Federal Credit Union's projected financial operating plan for the three-year community expansion effort. All financial projections are based on December 31, 2002 actuals.

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The growth of Bethpage FCU over the past few years has necessitated expansion of the current infrastructure. In order to continue to provide extraordinary value and service to current and future members the credit union

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**Membership Growth**

Bethpage FCU's historical financial data for the past three years (1999 through 2002) was analyzed and reviewed to understand the credit unions growth potential for the three years following the conversion to a community field of membership

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**Loan and Share Growth**

The recent economic conditions have had a major impact on the loan and growth predictions for the upcoming year. In addition to the external influences, loan and income growth was derived using the credit union's historical data for the last five years, as well as membership growth estimates due to increased potential members in the proposed community.

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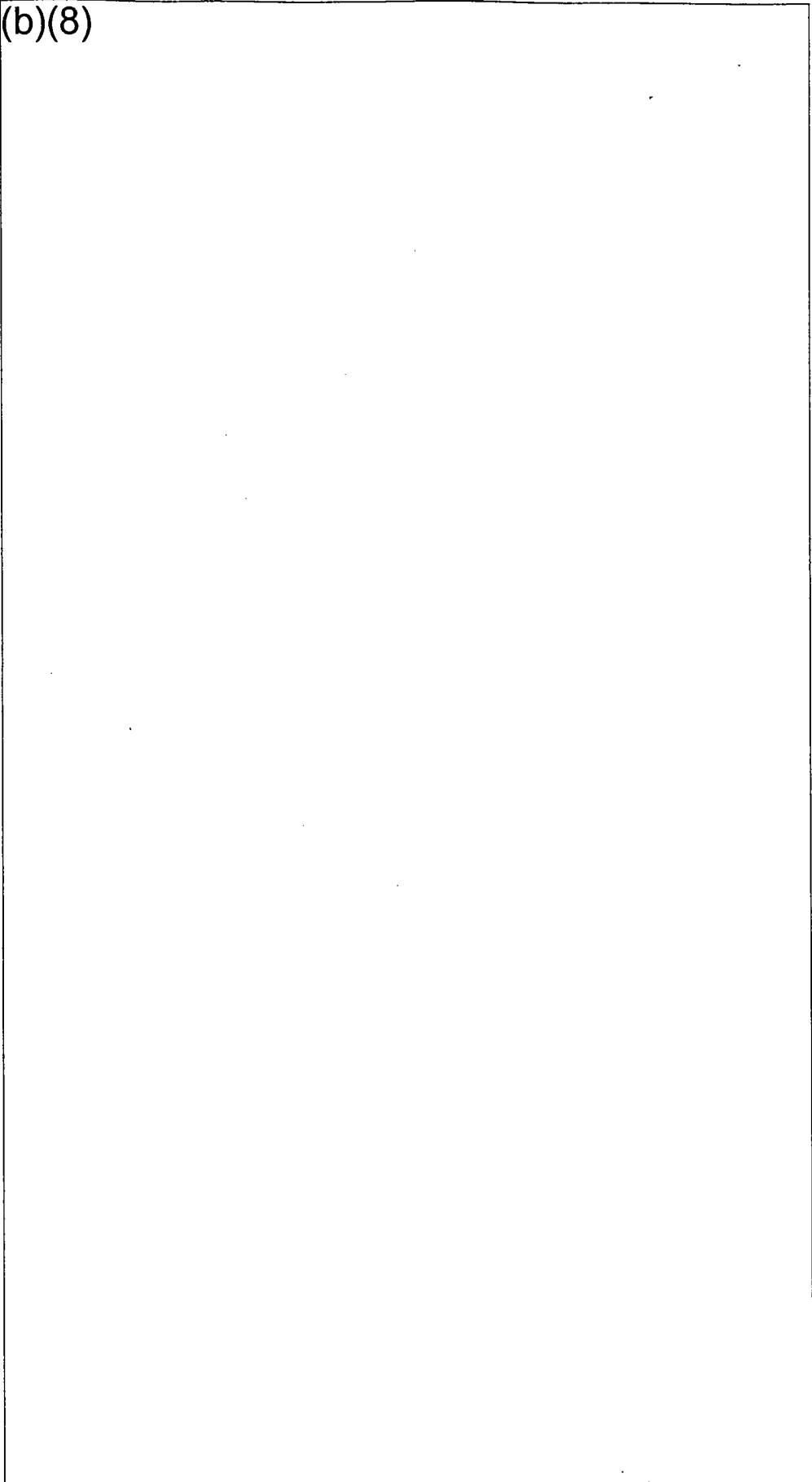
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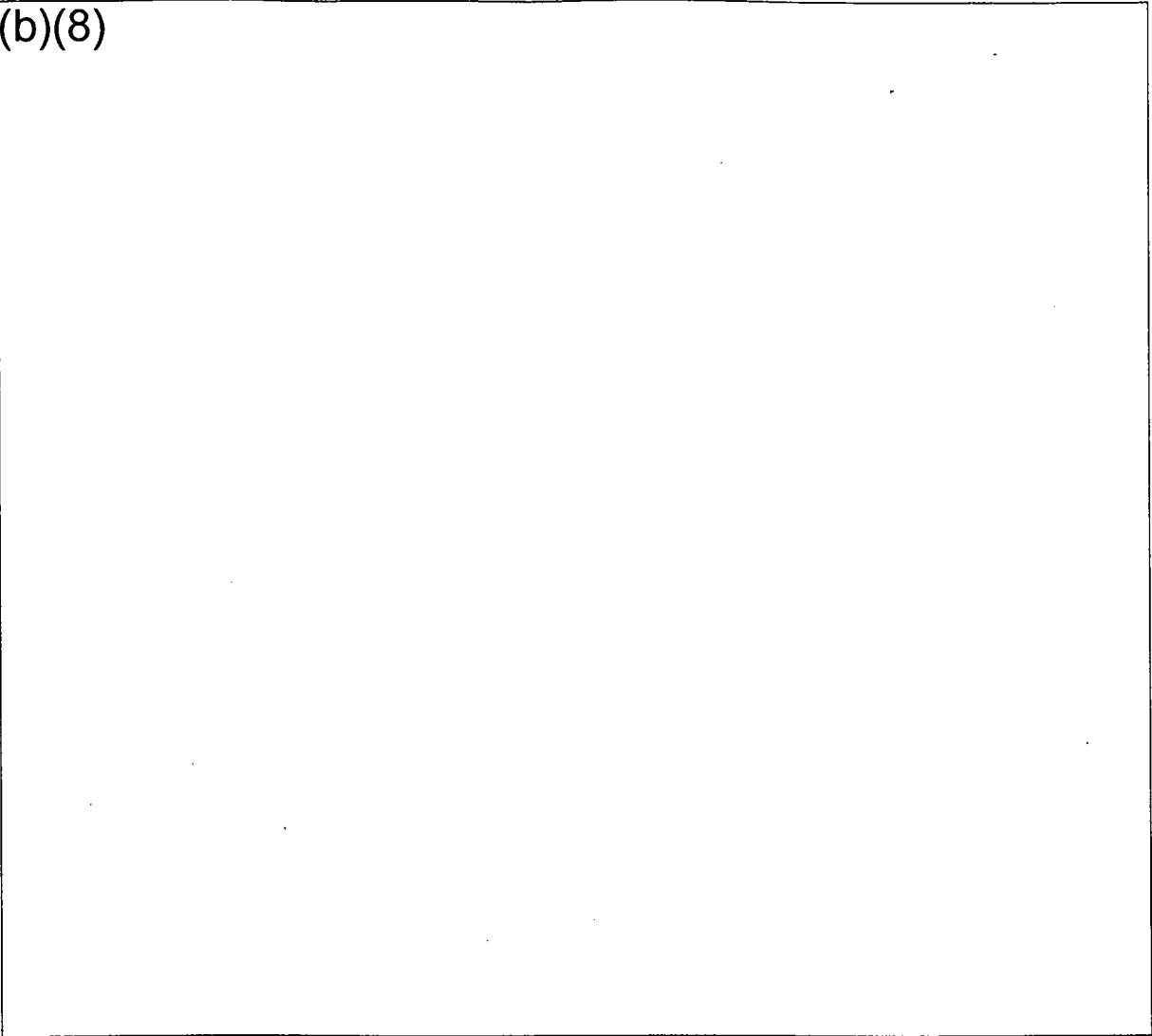
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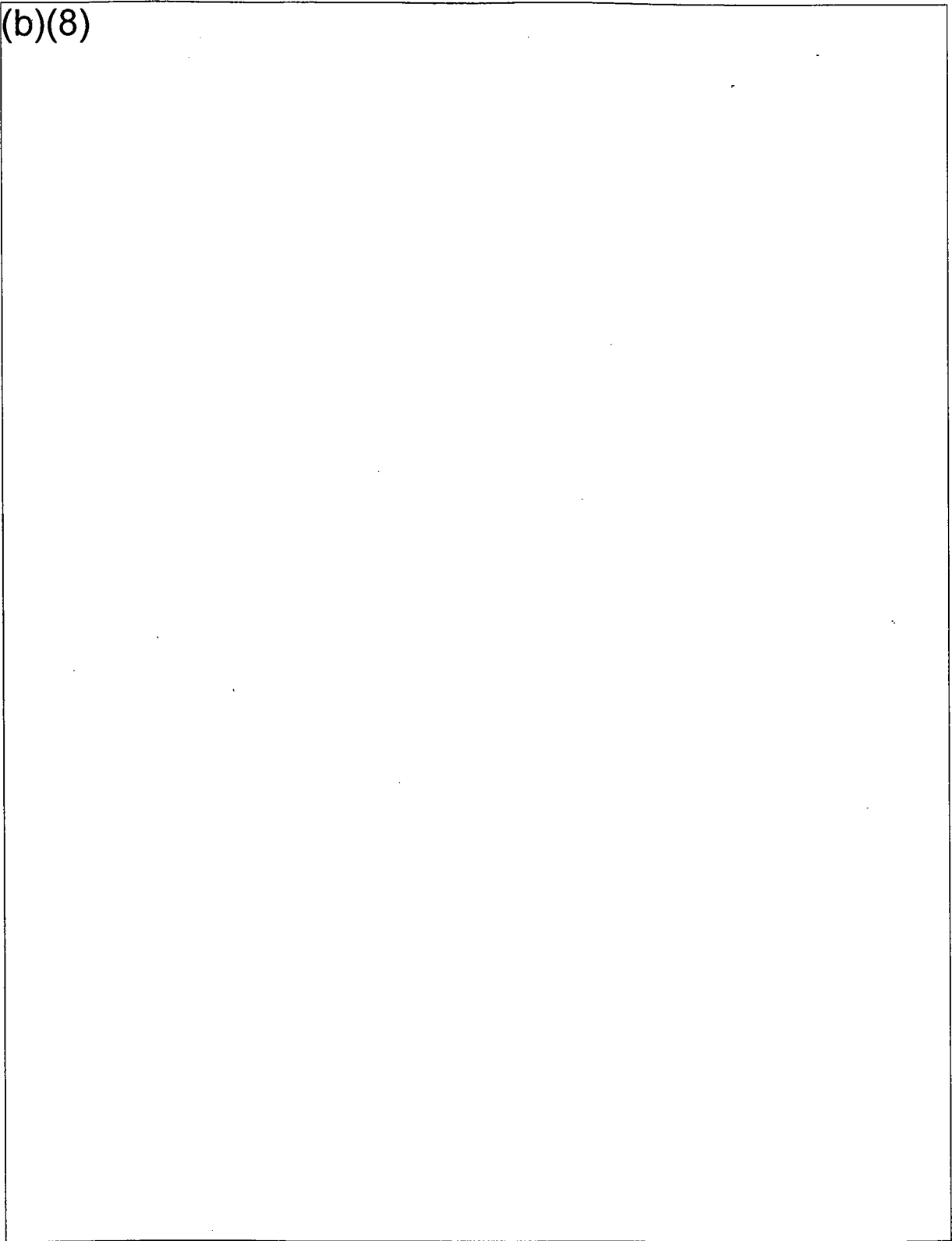


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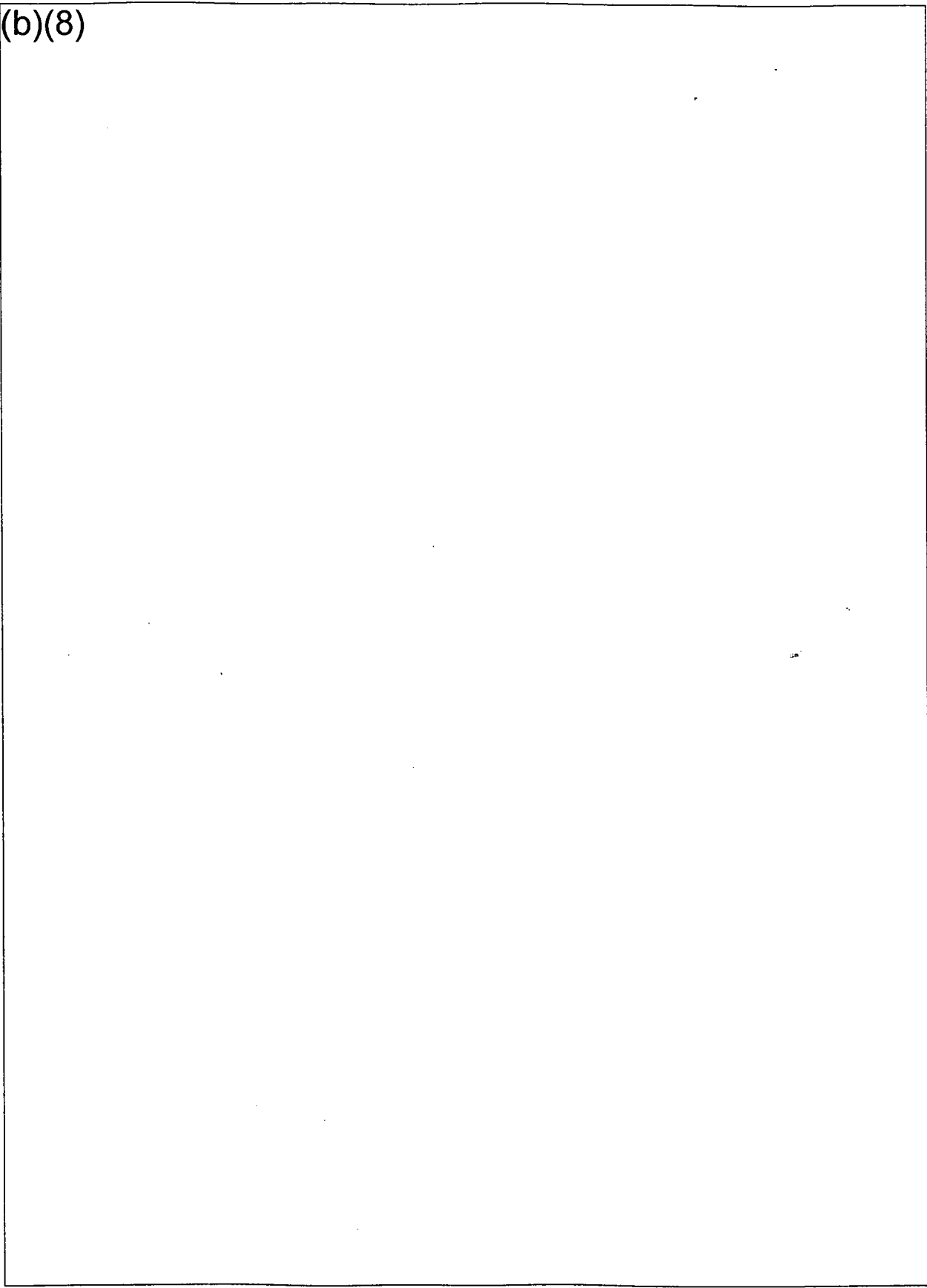


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## Situation Analysis

### Financial Strength

Bethpage closed 2002 with another strong year reaching \$1.46 billion dollars in assets, retaining a net worth position of 10.89%, net income of over \$14.7 million and a membership that reached over 112,000. The credit union's net worth position has decreased over the last two years as a result of growth in deposits. This was expected and is the reason why Bethpage built up its net worth ratio in prior years. The 10.89% net worth ratio remains above average for the industry, which is well above the credit union's goal of 10% and continues to rank at a (b)(8)

Savings and lending continue to experience substantial growth. Savings was up over 20% in 2002, consisting mostly of Money Market account growth. Loans demonstrated substantial growth as well, especially in mortgage production, which increased over 100%, with auto loans also growing at an astounding 30%. Loans in total are also up 30% this year. Bethpage's loan-to-share ratio is now 65.2% – an increase over the 60.5% ratio recorded in December 2001. All of these factors will lead to increased income over time and have helped to consistently maintain Bethpage's ROA above the credit union's 1% goal.

### Competition

Bethpage typically competes with other financial institutions on a local basis, including commercial banks, savings banks, savings and loans, mutual fund companies and brokerage firms. Bethpage has identified the following institutions as primary competitors within each product set from our 2002 bi-annual member survey conducted by the independent research firm of Koch-McNabb Resources Inc.:

#### *Loans*

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A number of changes have occurred within the Long Island banking marketplace during 2002. Most notably, Washington Mutual acquired Dime Savings Bank of New York, and entered the Metro-NY market. Washington Mutual (b)(4)

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Commerce Bank cites convenience as one of its competitive advantages, and backs this claim by operating a network of 400 branches (which are open 7 days a week) in its present markets, and has expressed intentions to open 60 branches across Long Island over the next 3 to 5 years.

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In 2000, 86.4% of people 25 years of age and older had at least graduated from high school and 31.3% had a bachelor's degree or higher. The total school enrollment in the Long Island community was 745,166 in 2000.

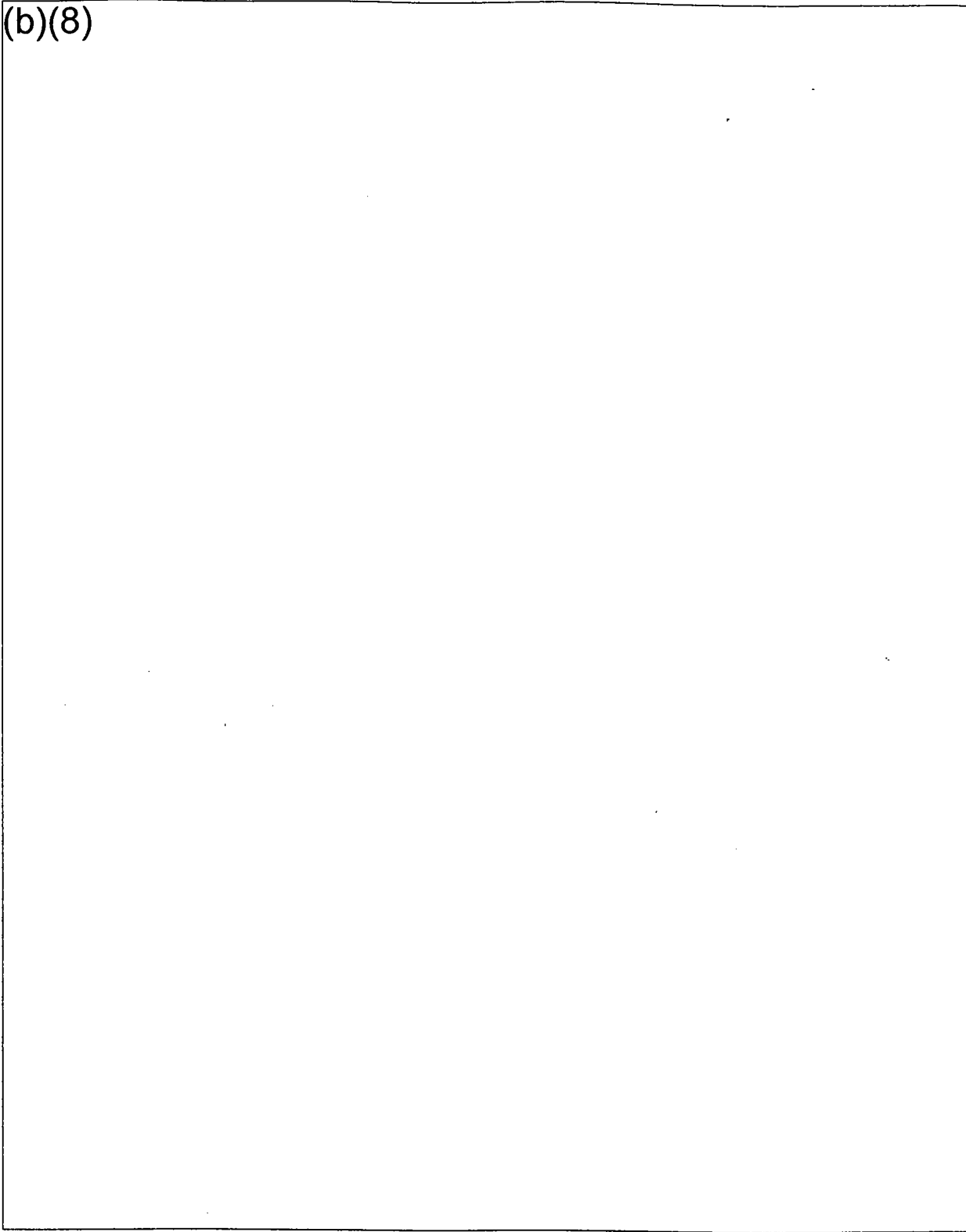
There were 916,686 households in the community with an average household size of 2.95 people. Families made up 77.2% of the households that year.

Of the total housing units, 6.5% were vacant. The occupied units consisted of 80.0% that were owner occupied and 20.0% that were renter occupied. The median monthly housing costs for (specified) mortgaged owners was \$1,765, non-mortgaged owners \$702, and (specified) renters \$954. 32.2% percent of owners spent 30.0% or more of their household income on housing and 41.2% of renters spent 30.0% or more of their household income on housing.

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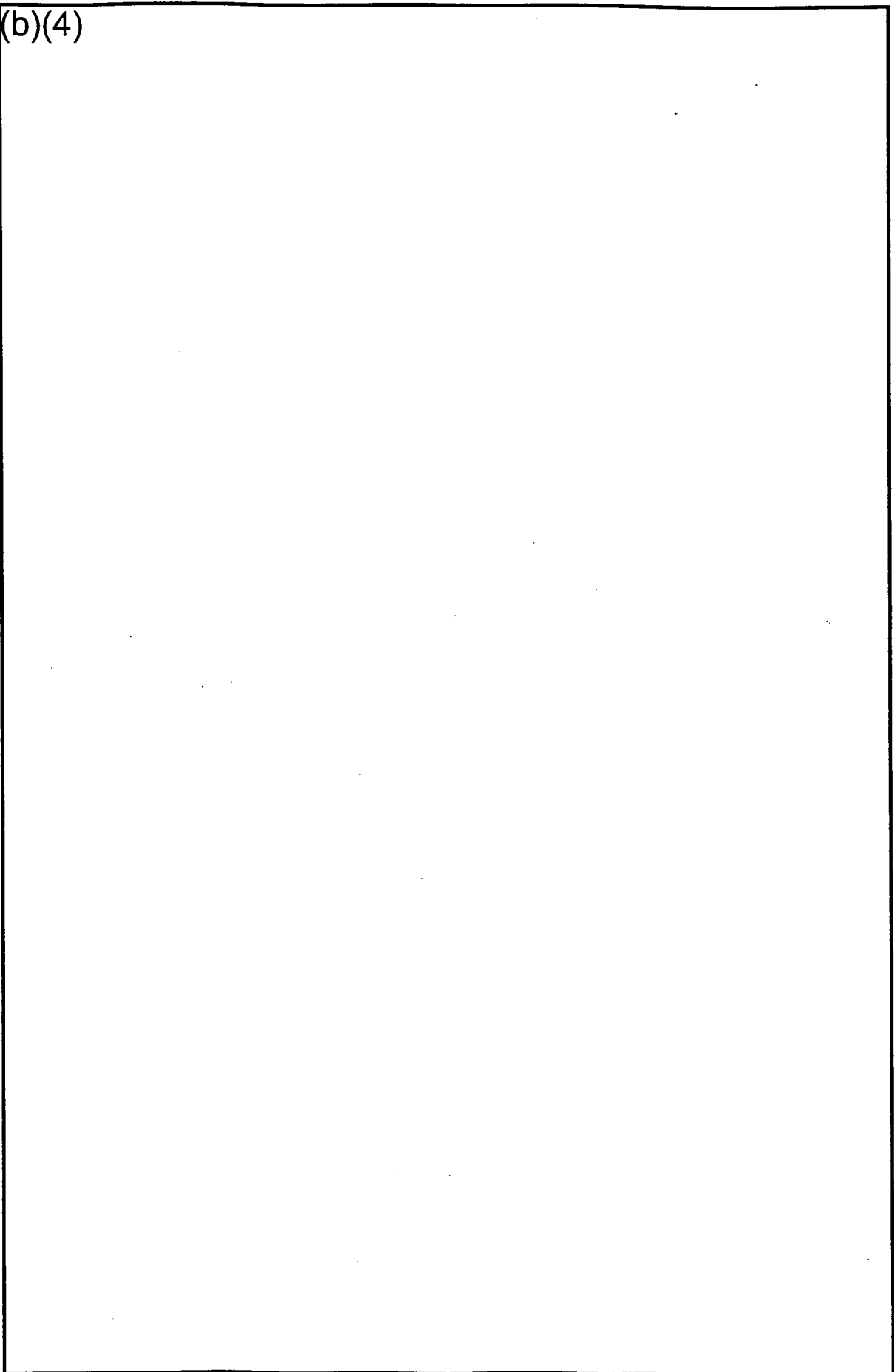
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### **Community Relations**

Bethpage Federal Credit Union continues to increase its commitment to the Long Island community through ongoing community relations and charitable efforts. In 2002, the credit union made the strategic decision to double its budget as a result of the benefits it continued to garner from participating in these efforts. Activities supported a variety of outreach from healthcare, to child welfare, to culture, and the arts.

From 1998 to 2001, Bethpage Federal Credit Union has supported over 75 different charities on Long Island. In 2002, the credit union made the strategic decision to focus on maximizing its investment with a more streamlined approach toward community outreach. Specifically, the credit union increased its visibility and underscored its commitment to the community by channeling

resources to organizations that best supported its Community Relations goals. The success of this strategy was validated by the increased business opportunities and media interest the credit union experienced last year. As a result, Bethpage will continue to employ this focused strategy to meet its 2003 Community Relations goals.

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- *1 in 9: The Long Island Breast Cancer Action Coalition* – is committed to educating the public about the causes and cures for breast cancer. It has been their mission to translate technical scientific research in ways the general public can understand and make use of it, paying close attention to concerns about how environmental factors may be connected to Long Island's high incidence of cancer. 1 in 9 works actively on the political front urging local, state and national lawmakers to rewrite legislation that positively impacts breast cancer issues.
- *Adelante of Suffolk County* – was founded in 1966 and is a non-profit, 501[c]3 organization that successfully services the culturally diverse communities of Suffolk County in the areas of health, education, youth leadership development and volunteerism. Adelante of Suffolk County is a civic and cultural Hispanic community based organization.
- *Bethpage Chamber of Commerce Summer Festival* – The Chamber of Commerce is dedicated to making strides in uniting and benefiting the community of Bethpage.
- *Bretton's Bowl* – Bretton's Benefit Football Game is held annually to benefit the needy families of Bethpage.
- *Big Brothers/Big Sisters of Long Island* – supports "at risk" children throughout Long Island – many who live in underserved areas.
- *The Center for Parents & Children* – provides parents with a unique opportunity to understand their child's development and expand their knowledge of parenting. The goals of The Center are to promote confidence and competence in parents, to encourage optimal child development and to enhance the well being of the family as a whole.
- *Coalition on Child Abuse & Neglect* – provides advocacy programs for abused and neglected children.
- *Coalition Against Domestic Violence* – is dedicated to the empowerment of battered women and their children and therefore is committed to the elimination of personal and societal violence in the lives of battered women and their children.
- *East End Arts Council* – is a not-for-profit organization that is dedicated to community cultural development programs through the arts. The Arts Council programs include comprehensive, year-round gallery exhibitions, and the presentation of professional performances including dance, children's theatre, concerts, and two summer music festivals, as well as annual Gospel concerts.

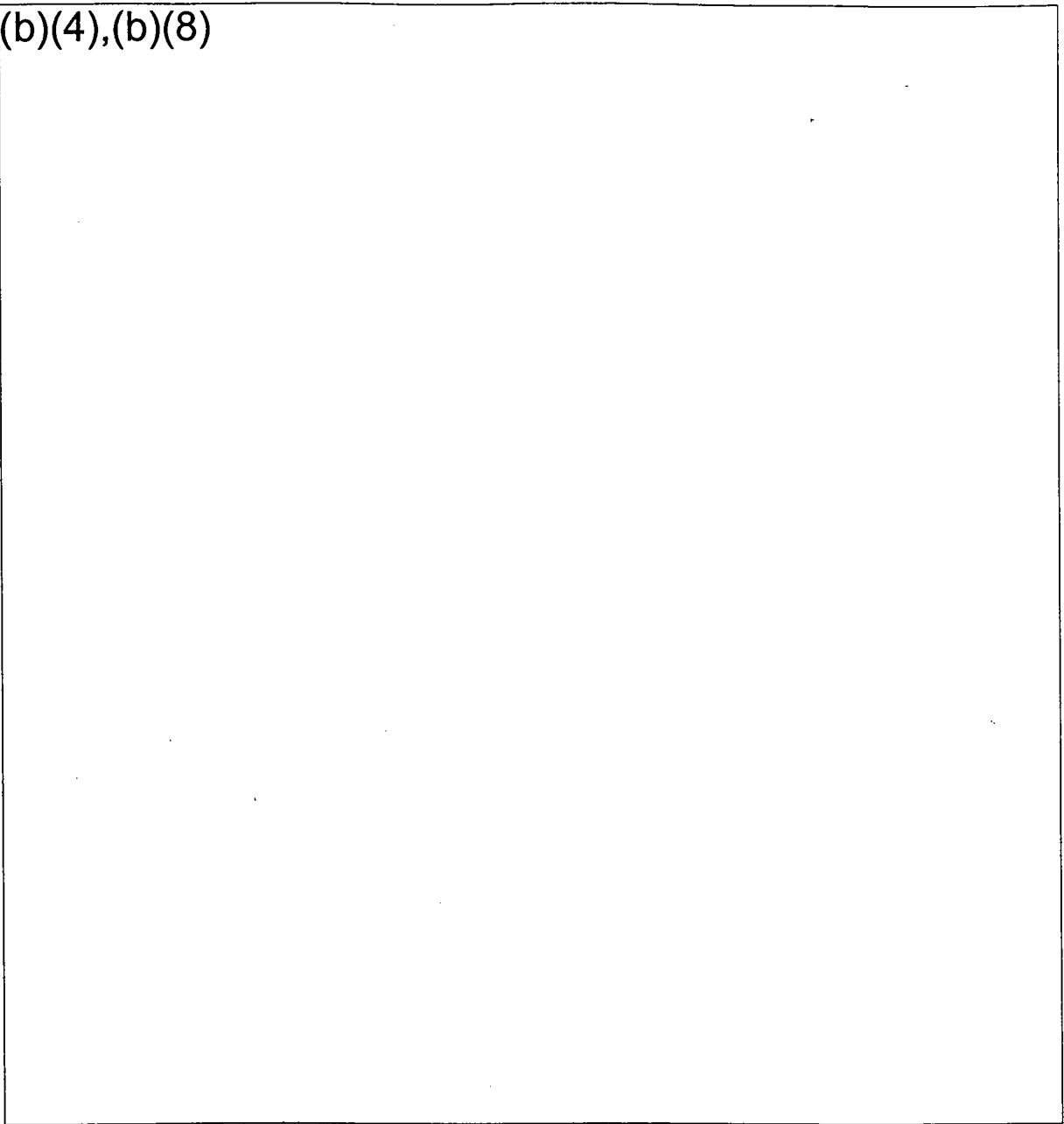
(Riverhead)

- *Family and Children's Association* – provides a “one call approach” to outreach programs that assist families and children with a wide variety of social issues, including homelessness and affordable housing, chemical dependency, domestic violence, mental health issues, etc. Specifically, Bethpage will look to support programs through Hagedorn House, a licensed early childhood center, located in the underserved area of Hempstead, providing low cost childcare, after school programs, parenting classes, etc.
- *Family Residences and Essential Enterprises, Inc. (FREE)* – promotes community residential alternatives to the institutionalization of individuals with mental challenges and developmental disabilities throughout Long Island. FREE has established a wide range of services for persons with disabilities residing in either Nassau or Suffolk Counties. FREE programs extend to over 100 scattered sites, including group homes, apartments, day treatment and vocational programs. These programs provide nurturing and supportive environments in the community that enable those they serve to meet the challenge of living as independently as possible.
- *Friends for Long Island Heritage* – fosters special projects to enrich the social and cultural life on Long Island, including museums, environmental conservation and recreation. Two projects of interest include sponsorship of events at Bethpage Restoration and support of the Cradle of Aviation Museum.
- *Friends of the Arts* – supports the Long Island community by introducing children (many of whom live in underserved areas) to the Arts.
- *Glen Cove Business Improvement District (BID)* – is a not-for-profit organization with a mission to revitalize, renew and retain economic development in Glen Cove's traditional downtown district. Bethpage will sponsor the Gold Coast Music Festival, a local music and street fair located in the Glen Cove business district, scheduled for July 5-6, 2003.
- *Interfaith Nutrition Network* – addresses the issues of hunger and homelessness on Long Island by providing food, shelter, long-term housing and supportive services in a dignified and respectful manner.
- *Long Island Aquarium* – is a not-for-profit organization whose goals are to promote public awareness, appreciation and understanding of Long Island and its coastal region through exhibits, stewardship, education, and research. The Aquarium will be built on the site of the former Pilgrim State Hospital in the underserved area of Brentwood. In 2002, Bethpage made a long-term commitment to sponsor the Aquarium at a cost of \$15,000 per year for 10 years.

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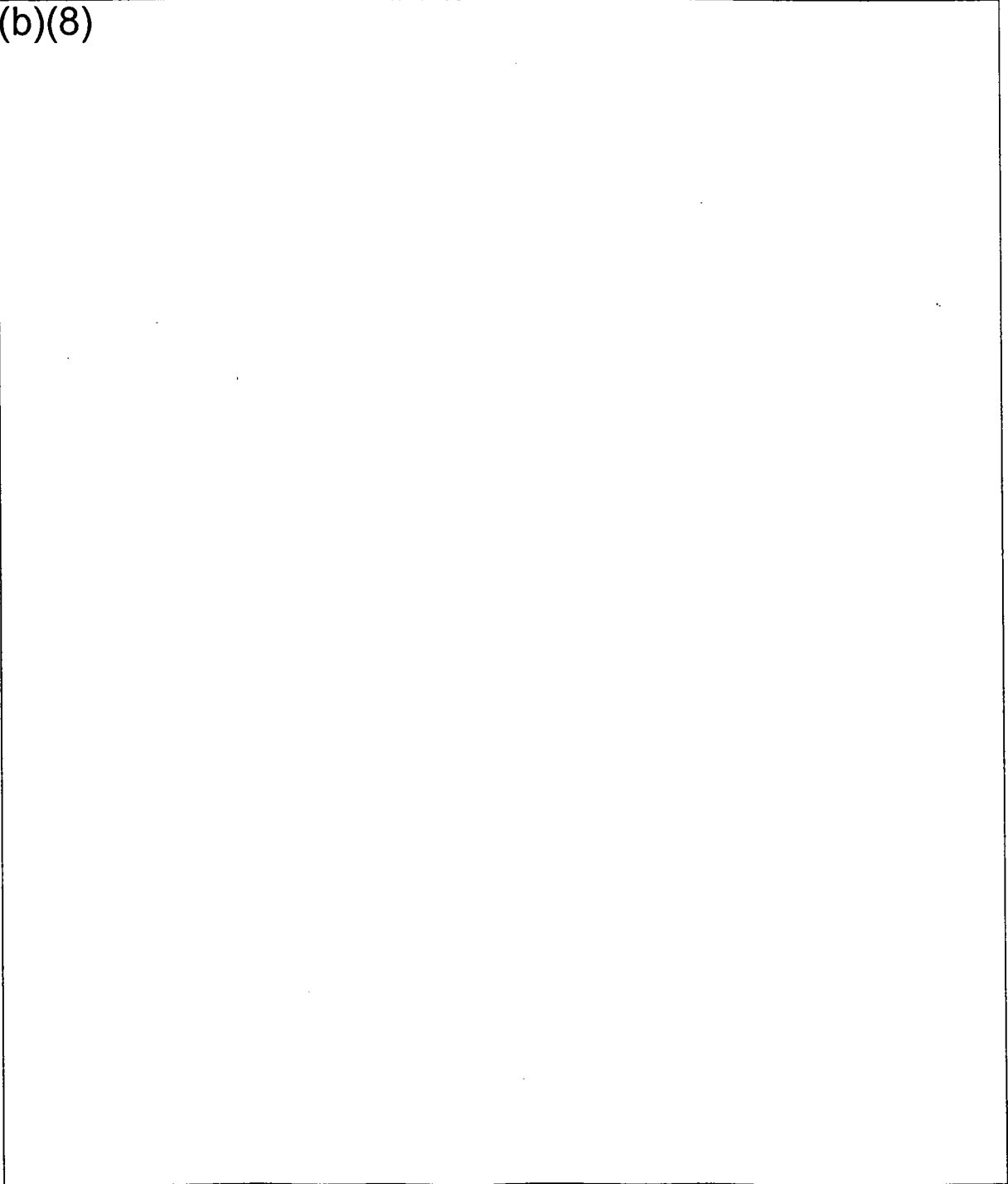
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17) *Since receiving approval to serve three underserved areas last November, how have the enrollment trends compared with your expectations?*

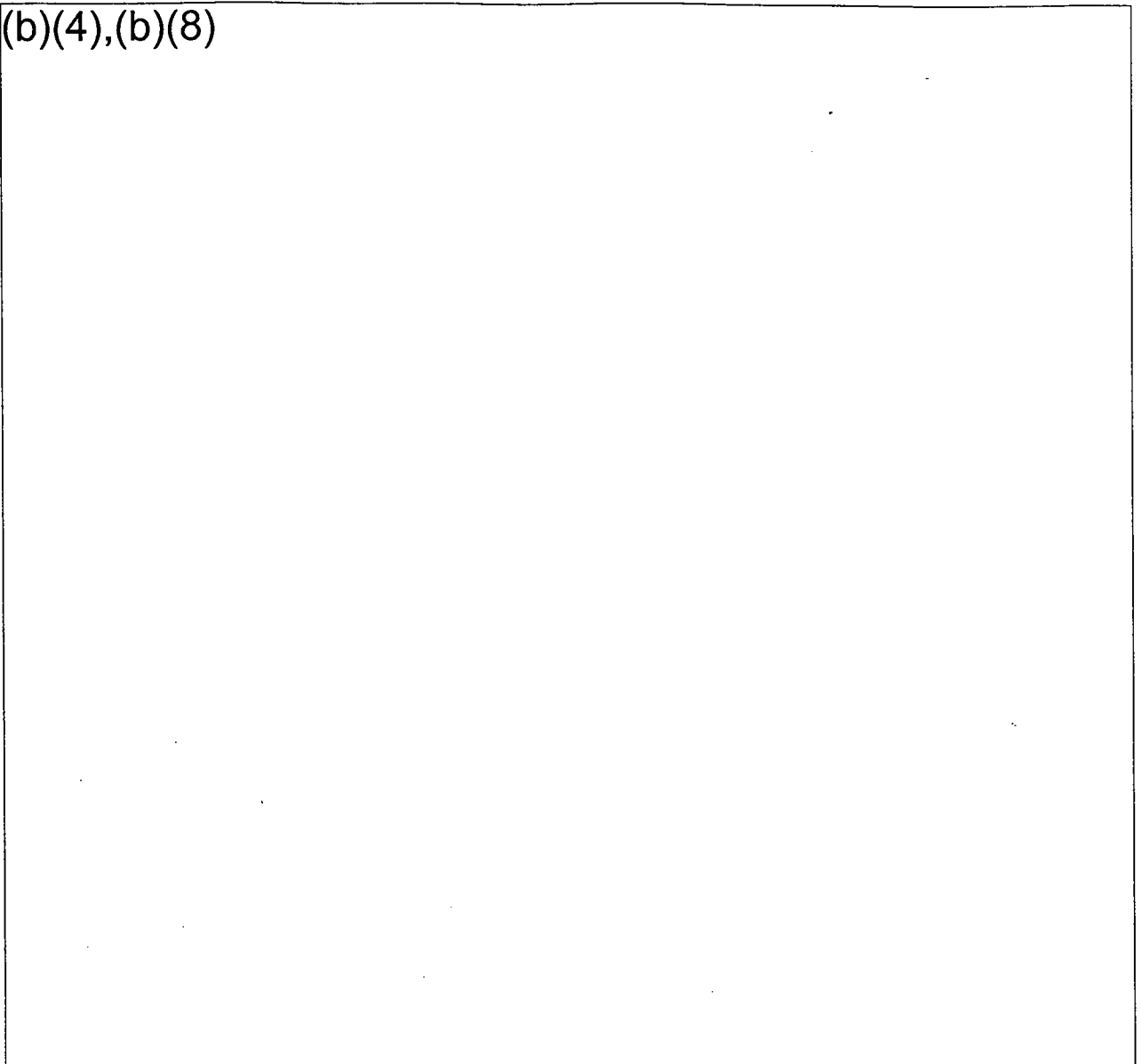
Bethpage FCU received approval to amend its charter to include the underserved communities of Hempstead, Brentwood and Central Islip, NY in late November 2002. Since that time the credit union focused on expanding its infrastructure to allow it to serve these communities in accordance with its vision of "extraordinary value and service" before aggressively targeting these communities. Bethpage strongly believes that its capacity to serve is critical to its success in these areas and it has demonstrated its commitment by undertaking the following initiatives:

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## **2003 Underserved Plan**

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**Bethpage**  
Federal Credit Union

Banking among friends™



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## I. Introduction

Bethpage Federal Credit Union has continued to diversify its Select Employee Group (SEG) base and expand its outreach throughout Long Island, including the recent addition of three of Long Island's largest underserved areas to its charter – Hempstead, Brentwood and Central Islip – under the NCUA's *Access Across America* initiative. As a result of this expansion effort, and as a consequence of the changing demographics on Long Island, the credit union has had an opportunity to serve a diverse membership base that includes many low-to-moderate income individuals as well as many start-up and emerging businesses.

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## **II. Underserved Community Profiles**

### ***Hempstead***

The Village of Hempstead continues to be one of the key areas for economic development in Nassau County. The area is severely depressed with a median income that is nearly one-half the median income of Nassau County. The area qualifies as "underserved", as the average unemployment rate for the three census tracts designated as "underserved" is 9.3%, which is well above the national average of 6.3%. Besides unemployment, Hempstead faces a number of other social challenges (high crime, substance/child abuse, gang violence, etc.) as evidenced by the extensive number of social services agencies that reside in the area.

Low median income and high unemployment will present a challenge in serving this area. While core products such as our savings and checking will provide value generating low to modest balances, we will face significant challenges for generating consumer and business loans. Nearly 30% of the population consists of new immigrants who likely have little or no credit history. This is further supported by the fact that few individuals own cars, most rent, and there are a significant number of check cashing and predatory lending institutions in the area. Benchmarking data from ESRI (one of the top three firms providing demographic and lifestyle data to the financial services industry) supports this fact indicating that the propensity for offering financial services (specifically vehicle loans, home loans, and savings/investments) is below the national average. The business demographic is problematic as well — of the 1,200 businesses in the area, 1,163 are micro small businesses (with sales revenues under 10 million), only 5% have 50 or more employees, and over 70% are considered "cash businesses", according to our Dun & Bradstreet list. We will need to carefully access the opportunities in this area, as we begin to prospect this area.

A revitalization attempt has recently started in the center of the downtown area. A 40-acre site, formerly anchored by A&S, has been developed, and now includes Home Depot, Old Navy, and Shop Rite. An adjacent 9-acre site, now called Hempstead Commons, opened in 1999. It houses Staples, Pep Boys, and other smaller local retailers.

Since 1990, \$170 million in Federal and State loans have been allocated to various development projects, backed by over \$76 million in private investments.

With the arrival of Home Depot, and a projected employment of 300, there is a significant base of small businesses in the village. According to the most recent data available from Donnelley/InfoUSA, there were 1163 firms with sales below \$10 million, and only 35 with sales above this amount in zip code 11550, with a total employment of 15,191. Educational services are the primary industry, with one of the Island's leading institutions of higher education, Hofstra University, on

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Like Brentwood, we will serve the Central Islip community with our expanded Bay Shore branch.

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## V. Delivering Service

Bethpage FCU has and continues to demonstrate a strategic commitment to maintaining and developing a robust and dynamic delivery channel infrastructure consistent with the credit union's vision of "Extraordinary Value & Service Anytime, Anywhere. This has been successfully achieved not only by expanding its proprietary branch network, but also through partnerships, strategic alliances and embracing the cooperative spirit of the credit union industry.

### Branch Delivery

Bethpage FCU's current branch network consists of eight offices located strategically throughout Long Island to serve its existing membership. All publicly accessible branch locations offer 24-hour, seven-day-a-week ATM access in the communities where they are located. (b)(4)

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design and permit phase to expand its Bay Shore branch to support and serve the communities of Central Islip and Brentwood.

In addition to its own branch network, Bethpage FCU is also an active participant in the Shared Service Center Network. Participation in this cooperative alliance provides the credit union's members access to 18-shared branches located throughout Long Island. Bethpage's participation in this cooperative network provides for a significantly enhanced delivery channel while also leveraging the existing and future "brick and mortar" branch deployments of all other Shared Service Center participants. There are currently 4 shared service centers located in Bay Shore, East Meadow, Garden City and Islandia that can reasonably serve the three underserved areas.

### Account Access

Bethpage FCU is also a participant in the Alliance One No Surcharge Cooperative that provides members with surcharge-free ATM access. There are currently 13-surcharge free ATM locations in close proximity to the three underserved areas. In addition, members in Brentwood and Central Islip can access cash surcharge-free at four King Kullen stores located in Bay Shore and two in Central Islip and Hauppauge. Members can also manage their accounts in both English and Spanish using our Audio Response Teller.

### Product & Service Offerings

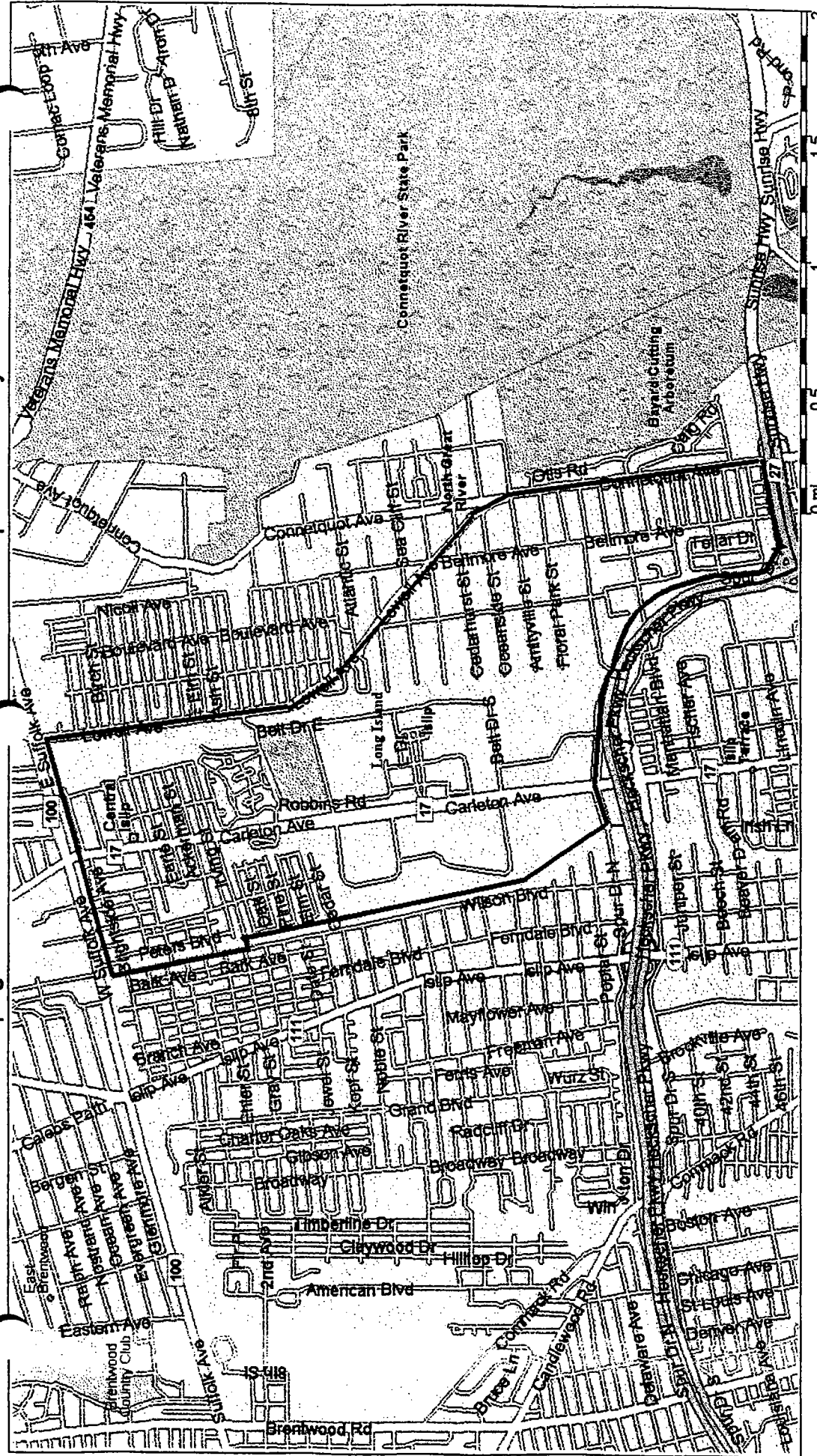
While many of the credit union's core products are well suited to serve underserved markets, there is a significant need to develop a more robust mortgage program to serve the needs of underserved members. Specifically, the credit union will need to partner with government agencies and local housing authorities to take advantage of funding opportunities and develop specialized mortgage assistance programs (matching savings and down payment and

closing cost assistance programs) targeted at low-income individuals. The

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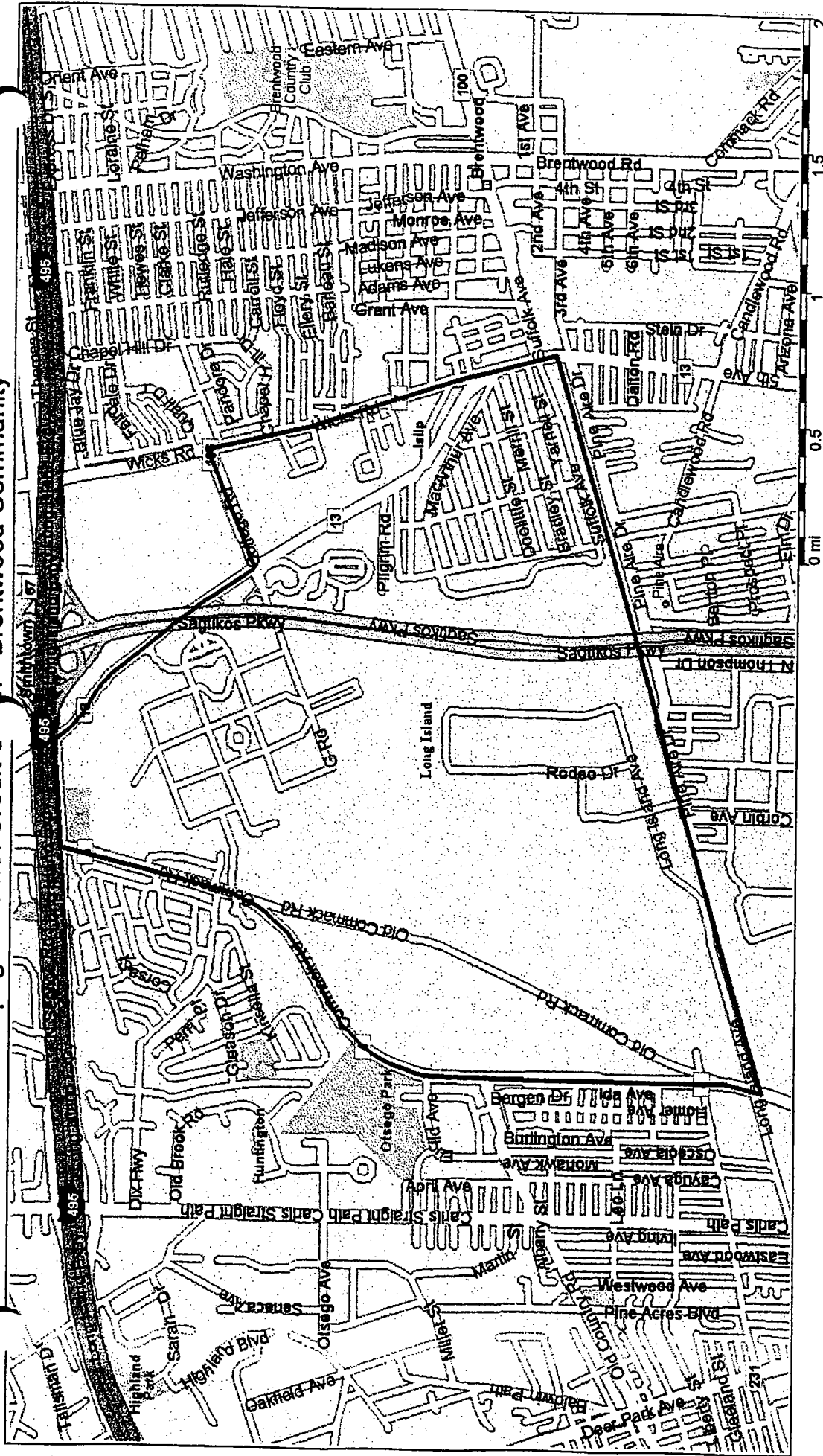
# Bethpage Federal Credit Union - Central Islip Community



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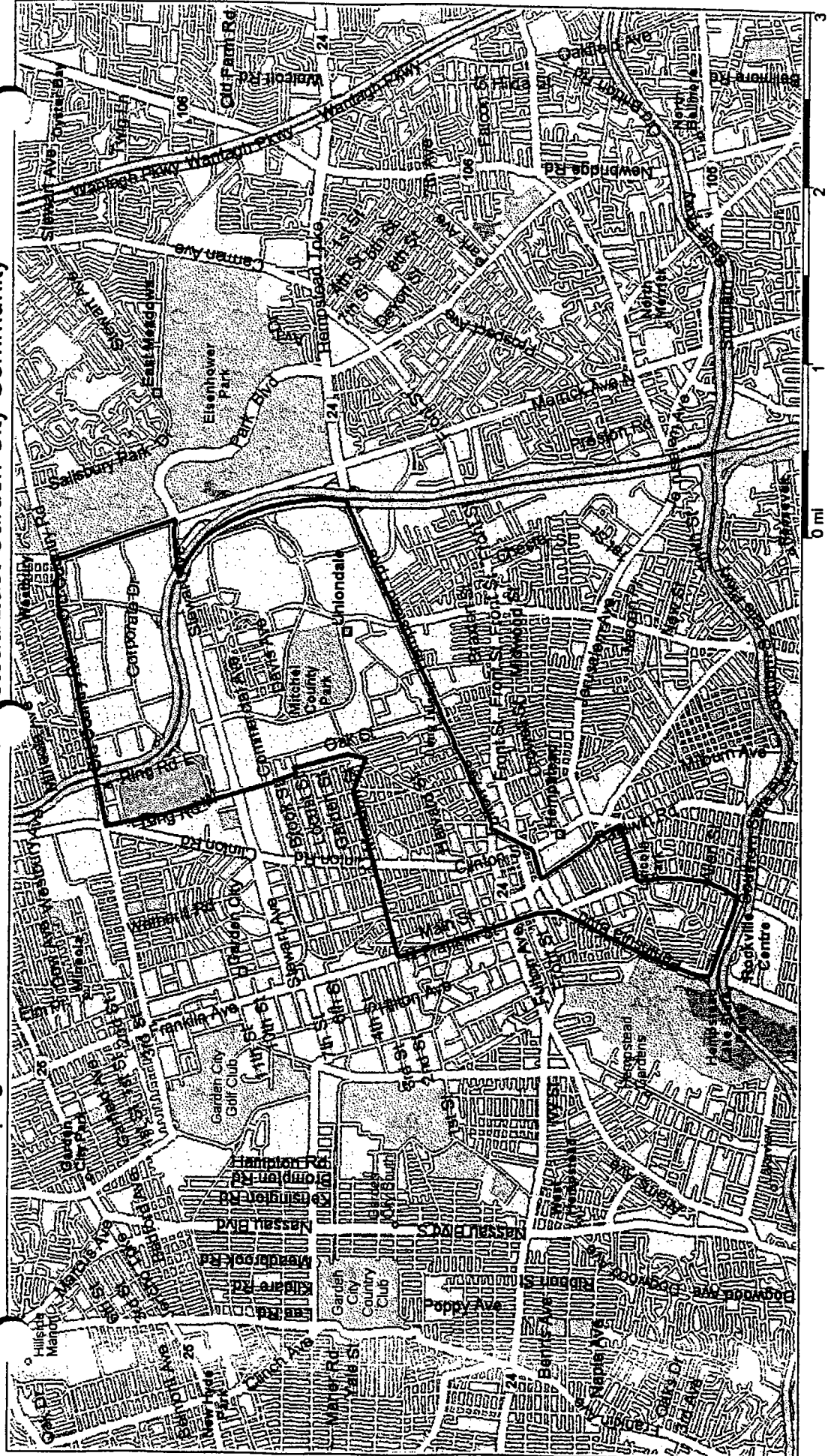


# Bethpage Federal Credit Union - Brentwood Community



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# Bethpage Federal Credit Union - Hempstead/East Garden City Community



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## Bethpage's Current Product Offerings

### Deposit/Investment Products

Bethpage's deposit accounts provide members with opportunities to save and invest for the future with low or no minimum balance requirements:

- Savings Accounts – \$5 minimum balance to open; earns a competitive rate of interest.
- Free Checking Accounts – no minimum balance requirements, no monthly fees, no per-check charges and free personalized checks; members earn a competitive interest rate on balances over \$2,500.
- Certificate & Money Market Accounts – minimum balance of just \$1,000; rates are consistently priced at the top of market; Money Market product offers three pricing tiers based on balance; a 12-month-variable rate Certificate Account is also offered for a minimum investment of just \$500.
- Individual Retirement Accounts – Two options – an IRA Savings Account with no minimum balance requirement that pays an above-market variable rate that adjusts quarterly. A newly introduced IRA Certificate Account with a \$1,000 minimum balance offering higher rates and terms from 6 to 60 months.
- Small Business Deposit Services – that feature two Business Checking options – a Basic Business Checking for businesses with an average amount of monthly activity and a Special Business Checking account for businesses with a minimal level of activity; other deposit services include an interest bearing Business Savings Account that also provides overdraft checking protection and an interest bearing Business Money Market Account for business deposits
- Insurance and Investments through Bethpage Financial Services

### Loan Products

Bethpage Federal Credit Union offers a variety of loan options that are priced at or below market:

- Auto loans – with extended terms up to 84 months for lower payments with same low rate for both new and used vehicles; .25% rate discount for automatic payments from a Bethpage Checking Account.
- Personal loans & revolving lines of credit – loans offer generous terms up to 60 months; lines of credit allow members to access cash anytime (no minimum advance) and provide overdraft protection for member Checking Accounts.
- No annual fee Classic & Platinum VISA® and VISA® Rewards program.
- Fixed and adjustable first mortgages, jumbos and mortgages on second homes are available as well as a no closing cost option. A First-time homebuyer workshop program also offered.
- No closing cost home equity loans & lines of credit are available at a variety of rates and terms.

- **Small Business Lending Products** – that include a short-term loan with a repayment term of up to one year; a revolving line of credit; an amortizing loan with a term of 1-5 years as well as business credit card.
- **Student Loan Referral program**

#### **Money Management Services**

- **VISA ATM/Debit card** provides the purchasing power of VISA plus access to cash at over 200 surcharge-free ATM locations throughout Long Island
- **Telephone Service Center** (open 7:30am to 8pm weekdays plus Saturdays) and 24/7 loans by phone (in English and Spanish)
- **24/7 Loans by phone & internet**; instant decisions on consumer and mortgage loans.
- **Audio Response Teller**
- **Language Line Translation Services** for non-English speaking members
- **Drive-thru Teller and ATM services**
- **Direct deposit and payroll allocation services**
- **Check cashing services** – Bethpage will cash any check up to \$500 without a hold regardless of member's checking balance; payroll checks cashed without a hold for any Bethpage member
- **Website and free online banking service**; free bill pay service with direct deposit, wireless account access
- **H & R Block discounted Tax Services**
- **Full-service Financial Consulting and ShareBuilder Online Investing** (offered through CUSO)
- **Safe Deposit Boxes**
- **Free Coin Counting Machines**
- **Money Orders, Gift Checks, Certified and Bank Checks; Wire Transfers; Savings Bond redemption**

## **Additional Programs**

- **Risk Based Lending** – Bethpage Federal Credit Union introduced risk-based lending in 1999 to allow members with “less than pristine credit” to obtain needed financing at a fair market rate. Prior to this introduction, many members with marginal credit had been forced to pay usurious interest rates to predatory and payday lenders to satisfy their financing needs. Bethpage’s risk-based lending program now allows the credit union to approve loans for members with C & D credit at fair market rates. Since the inception of this program, Bethpage has experienced significant increases in approval rates – nearly 70% for unsecured loans and nearly 90% approval on secured loans – while experiencing delinquency rates that are well below industry averages. The credit union’s New Borrower Program also helps members with limited credit history to obtain loans. These programs will provide real value to borrowers in underserved markets as many of these consumers have no credit, limited credit or have had credit problems in the past that prohibit them from obtaining credit under most unitary pricing programs. Today Bethpage uses risk-based pricing for all of its consumer loans, as well as home equity loans and lines of credit.
- **Credit Counseling Services** – Bethpage Federal Credit Union offers on-site credit counseling services at all of its branches. The credit counseling service is designed to help members establish a realistic budget, develop a systematic savings plan, assist with debt reduction and rebuild their credit. This service is available on both a walk-in and appointment basis and is free to all Bethpage members.
- **Educational Seminars** – Bethpage Federal Credit Union provides significant outreach to the community and its membership base with a variety of educational workshops and seminars. Seminars/workshops include financial topics such as First Time Homebuyer Workshops, Retirement & 401k Planning, Credit Counseling & Budgeting, Elder Law, College Planning, Financial Management, Investing for Women, Estate Planning, Auto Buying vs. Leasing, as well as non-financial topics such as CPR, First Aid, Internet Surfing for Seniors and more.
- **Investment Services** – A full array of investment and low-cost insurance products are available through Bethpage’s Investment CUSO – Bethpage Financial Services.

### Youth Activities

- Bethpage Scholarship Program for High School Seniors
- Big Brothers/Big Sisters
- Girl Scouts of Nassau County
- Grumman Scholarship Program
- Special Olympics
- Variety Pre-Schoolers

### Civic Clubs

- American Legion
- Adelante
- Bethpage Chamber of Commerce
- Glen Cove Business Improvement District
- Port Jefferson Business Improvement District
- The Urban League

### Charitable Organizations

- 1 in 9 The Long Island Breast Cancer Coalition
- American Cancer Society, Long Island Chapter
- American Heart Association, Long Island Chapter
- American Red Cross – 9/11
- Children's Miracle Network/Credit Union Cars for Kids
- Coalition on Child Abuse & Neglect (CCAN)
- Family & Children's Association
- Family Residences and Essential Enterprises
- Interfaith Nutrition Network
- Juvenile Diabetes Foundation, Long Island Chapter
- Leukemia Society of America, Long Island Chapter
- Long Island Association for AIDS Care
- Long Island Habitat for Humanity
- Long Island Volunteer Enterprises (L.I.V.E.)
- Lustgarten Foundation
- Make A Wish Foundation, Long Island Chapter
- Northville Foundation/Schneider Children's Hospital
- Ronald McDonald House, Long Island Chapter
- The Center for Parents and Children

### **Cultural Sponsorships**

- Cradle of Aviation Museum
- East End Arts Council
- Friends of the Arts
- Long Island Aquarium
- Long Island Children's Museum

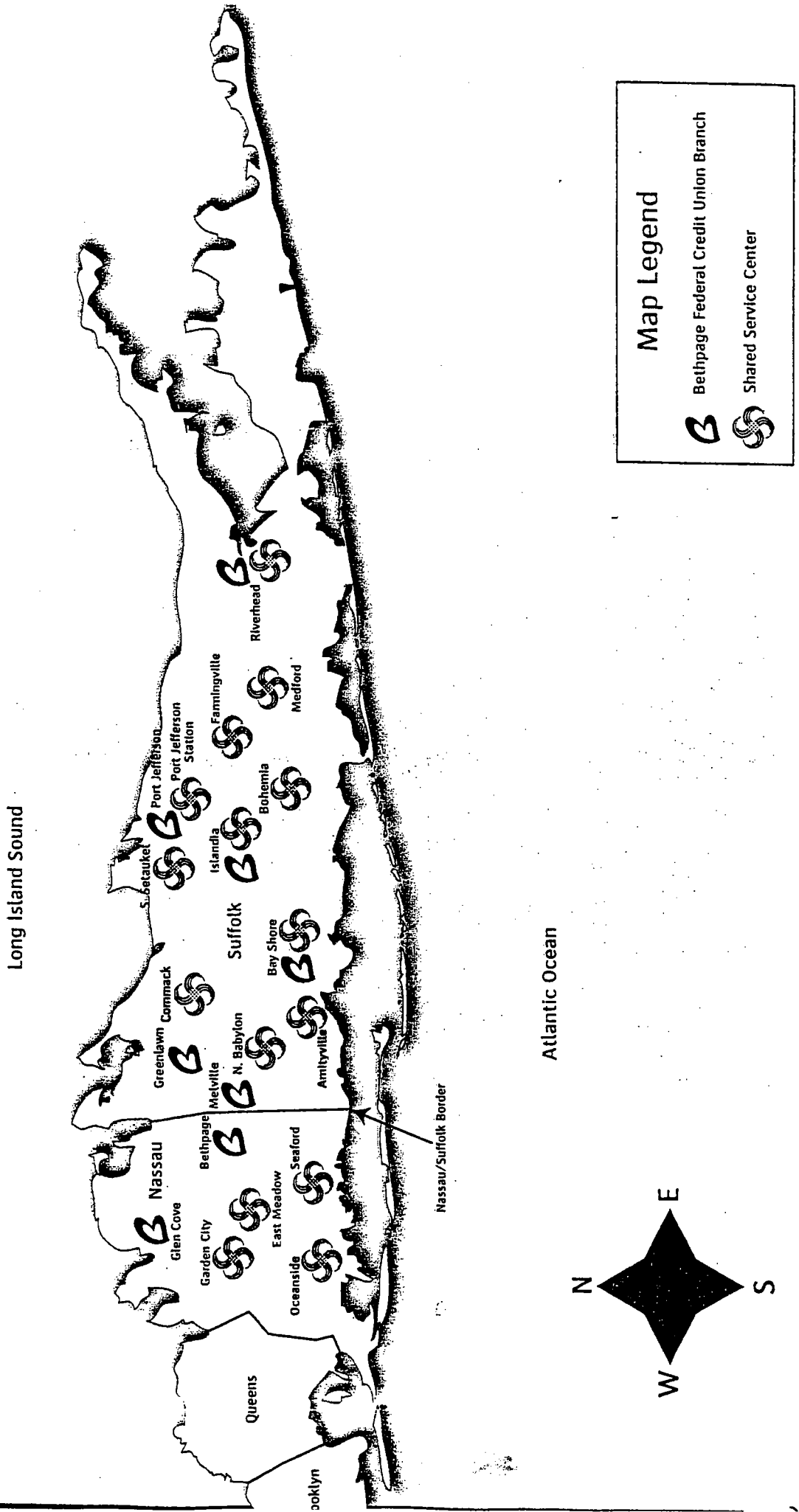
### **Sports Activities**

- Long Island Ducks Minor League Baseball
- NY Islanders Hockey
- US Open Golf
- SIDs Golf Outing
- Special Olympics
- Waldbaum's Hamlet Cup
- Cablevision Lightpath Golf Classic
- Bretton's Bowl

### **Management Participation Involvement**

- Bethpage FCU's President & CEO serves as a board member for Friends of the Arts, a member of the Family Residences and Essential Enterprises (FREE) fundraising committee, and a participant in The Urban League, a civic association supporting African Americans on Long Island.
- Bethpage FCU's EVP is on the benefit committee of The Long Island Children's Museum, the East End Arts Council and participates in the Bayport/Bluepoint Little League.
- Bethpage FCU's Chief Financial Officer is a committee member for Friends of Long Island Heritage (includes Bethpage Restoration Village & Cradle of Aviation Museum).
- Bethpage FCU's Vice President of Operations participates in The Lustgarten Foundation, Credit Unions Care for Kids, American Cancer Society, is a committee member of the Coalition on Child Abuse & Neglect and serves as Vice President for the Long Island District Counsel of the New York State Credit Union League.
- Bethpage FCU's Vice President of Marketing and Business Development is a committee member for The Coalition on Child Abuse and Neglect, The Lustgarten Foundation, and 1 in 9: The Long Island Breast Cancer Coalition; and is a former committee member of The Long Island Housing Partnership and the Community Housing Partnership Purchase Initiative.
- Bethpage FCU's Vice President of Human Resources is a committee member of Big Brothers/Big Sisters of Long Island, and a member of Adelante, a Latino civic organization.
- Bethpage FCU's Vice President of Lending is a committee member for The Suffolk County and Nassau County Coalition Against Domestic Violence (two separate entities).

# Bethpage Federal Credit Union – Branch Locations & Shared Service Centers





## Alliance One No Surcharge Network Locations

| Participant          | ATM Street Address   | County | City             |
|----------------------|--|--------|------------------|
| Bethpage FCU         | Stewart Avenue – Building 14<br>(Northrop Grumman Building)    | Nassau | Bethpage         |
| Bethpage FCU         | 899 S Oyster Bay Rd (Inside Lobby – 2)                         | Nassau | Bethpage         |
| Bethpage FCU         | 899 S Oyster Bay Rd (Drive Up – 2)                             | Nassau | Bethpage         |
| Bethpage FCU         | 899 S Oyster Bay Rd (Cafeteria)                                | Nassau | Bethpage         |
| Bethpage FCU         | Stewart Avenue – Building 1<br>(Northrop Grumman Building)     | Nassau | Bethpage         |
| Bethpage FCU         | 1111 Stewart Ave –<br>(Cablevision Building – 2)               | Nassau | Bethpage         |
| Bethpage FCU         | 1055 Stewart Ave (Briarcliffe College)                         | Nassau | Bethpage         |
| Bethpage FCU         | 999 Stewart Ave (Robert Plan Building)                         | Nassau | Bethpage         |
| Bethpage FCU         | Stewart Avenue – Building 25<br>(Northrop Grumman Building)    | Nassau | Bethpage         |
| Bethpage FCU         | S Oyster Bay Road – Building 15<br>(Northrop Grumman Building) | Nassau | Bethpage         |
| Bethpage FCU         | 401 Franklin Avenue – Bookspan                                 | Nassau | Garden City      |
| Bethpage FCU         | Museum Lane Mitchel Field<br>Cradle of Aviation                | Nassau | Garden City      |
| Bethpage FCU         | 31 Sea Cliff Avenue – PhotoCircuits                            | Nassau | Glen Cove        |
| Bethpage FCU         | 111 School Street (2)  | Nassau | Glen Cove        |
| Bethpage FCU         | 5 Cuba Hill Road – BAE Systems                                 | Nassau | Greenlawn        |
| Bethpage FCU         | 200 Jericho Quadrangle – Cablevision                           | Nassau | Jericho          |
| Bethpage FCU         | 715 Broadhollow Road – Adecco Inc.                             | Nassau | Melville         |
| Bethpage FCU         | Two Corporate Center Drive – Olympus                           | Nassau | Melville         |
| Bethpage FCU         | 165 Eileen Way – Ademco Inc.                                   | Nassau | Syosset          |
| Bethpage FCU         | 320 Crossways Blvd – Cablevision                               | Nassau | Woodbury         |
| Island FCU           | 455 Mill Road  | Nassau | Hewlett          |
| Island FCU           | 85 East Old Country Road                                       | Nassau | Hicksville       |
| Island FCU           | 175 East Old Country Road                                      | Nassau | Hicksville       |
| Island FCU           | 250 Old Country Road   | Nassau | Mineola          |
| Nassau County FCU    | 2201 Hempstead Turnpike  | Nassau | East Meadow      |
| Nassau County FCU    | 2295 Hempstead Turnpike  | Nassau | East Meadow      |
| Nassau County FCU    | Merrick Avenue- Eisenhower Park (2)                            | Nassau | East Meadow      |
| Nassau County FCU    | One Education Drive –<br>Nassau Community College              | Nassau | Garden City      |
| Nassau County FCU    | 1325 Frankling Avenue Plaza                                    | Nassau | Garden City Park |
| Nassau County FCU    | 16 Cooper Street   | Nassau | Hempstead        |
| Nassau County FCU    | 99 Main Street   | Nassau | Hempstead        |
| Nassau County FCU    | 490 West John Street   | Nassau | Hicksville       |
| Nassau County FCU    | 262 Old Country Road   | Nassau | Mineola          |
| Nassau County FCU    | 100 Supreme Court Drive  | Nassau | Mineola          |
| Nassau County FCU    | 875 Jerusalem Avenue   | Nassau | Uniondale        |
| Nassau County FCU    | 1200 Old Counrty Road  | Nassau | Westbury         |
| Nassau Educators FCU | Hillwood Commons Building                                      | Nassau | Brookville       |
| Nassau Educators FCU | Adelphi University Rugh Harley<br>University Center            | Nassau | Garden City      |

| Participant            | ATM Street Address                                     | County  | City               |
|------------------------|--|---------|--------------------|
| Nassau Educators FCU   | 5455 Merrick Road                                      | Nassau  | Massapequa         |
| Nassau Educators FCU   | 575 Underhill Blvd                                     | Nassau  | Syosset            |
| Nassau Educators FCU   | 264 East Merrick Road                                  | Nassau  | Valley Stream      |
| Nassau Educators FCU   | 1000 Corporate Drive                                   | Nassau  | Westbury           |
| People's Alliance FCU  | 1600 Stewart Avenue                                    | Nassau  | Westbury           |
| Port Washington FCU    | 961 Half Port Washington Blvd –<br>Genovese Drug Store | Nassau  | Port Washington    |
| Sperry Associates FCU  | 600 Community Drive                                    | Nassau  | Manhasset          |
| Sperry Associates FCU  | 55 Charles Lindbergh Blvd                              | Nassau  | Uniondale          |
| Sperry Associates FCU  | 2400 Jericho Turnpike                                  | Nassau  | Garden City Park   |
| AIL FCU                | 1350 Deer Park Avenue                                  | Suffolk | North Babylon      |
| Bethpage FCU           | 591 E Main Street                                      | Suffolk | Bay Shore          |
| Bethpage FCU           | 1101 Lakeland Avenue –<br>Symbol Technologies          | Suffolk | Bohemia            |
| Bethpage FCU           | 450 E Pulaski Road                                     | Suffolk | Greenlawn          |
| Bethpage FCU           | One Symbol Plaza –<br>Symbol Technologies              | Suffolk | Holtsville         |
| Bethpage FCU           | One Computer Associates Plaza (2)                      | Suffolk | Islandia           |
| Bethpage FCU           | One Computer Associates Plaza –<br>Building 3          | Suffolk | Islandia           |
| Bethpage FCU           | 50 Marcus Avenue Drive –<br>Arrow Electronics          | Suffolk | Melville           |
| Bethpage FCU           | 1285 Walt Whitman Road –<br>Underwriters Lab           | Suffolk | Melville           |
| Bethpage FCU           | 722 Walt Whitman Road (2)                              | Suffolk | Melville           |
| Bethpage FCU           | 395 North Service Road –<br>Vytra Health Plans         | Suffolk | Melville           |
| Bethpage FCU           | 25 Hub Lane –<br>Arrow Electronics                     | Suffolk | Melville           |
| Bethpage FCU           | 4802 Nesconset Highway                                 | Suffolk | Port Jefferson     |
| Bethpage FCU           | 899 Harrison Avenue                                    | Suffolk | Riverhead          |
| Island FCU             | 1650 Islip Avenue                                      | Suffolk | Brentwood          |
| Island FCU             | 120 Motor Parkway                                      | Suffolk | Hauppauge          |
| Island FCU             | 460 East Main Street                                   | Suffolk | Patchogue          |
| Island FCU             | 600 Doctors Path                                       | Suffolk | Riverhead          |
| Island FCU             | 4820 Sunrise Highway                                   | Suffolk | Sayville           |
| Long Island State EFCU | 250 Veterans Memorial                                  | Suffolk | Hauppauge          |
| People's Alliance FCU  | 125 Wireless Blvd                                      | Suffolk | Hauppauge          |
| Teachers FCU           | 355 Broadway (2)                                       | Suffolk | Amityville         |
| Teachers FCU           | Entenmanns 1724 5th Ave                                | Suffolk | Bay Shore          |
| Teachers FCU           | 3rd Ave & Sunrise Highway (2)                          | Suffolk | Bay Shore          |
| Teachers FCU           | 5191 Sunrise Highway – Sayville Plaza                  | Suffolk | Bohemia            |
| Teachers FCU           | 105 Wilbur Place – ILC                                 | Suffolk | Bohemia            |
| Teachers FCU           | CSH- Bungtown Road                                     | Suffolk | Cold Spring Harbor |
| Teachers FCU           | 68 Hauppauge Road                                      | Suffolk |                    |
| Teachers FCU           | Gurwin Geriatric CTR                                   | Suffolk | Commack            |
| Teachers FCU           | 10 Vanderbilt Pkwy                                     | Suffolk | Commack            |

| <b>Participant</b> | <b>ATM Street Address</b>           | <b>County</b> | <b>City</b>         |
|--------------------|-------------------------------------|---------------|---------------------|
| Teachers FCU       | 815 Broad Hollow Road– Telephonics  | Suffolk       | Farmingdale         |
| Teachers FCU       | 2410 North Ocean Ave (2)            | Suffolk       | Farmingville        |
| Teachers FCU       | 500 Corporate Drive – IRS           | Suffolk       | Holtsville          |
| Teachers FCU       | 1040 Waverly Ave – IRS              | Suffolk       | Holtsville          |
| Teachers FCU       | 770 Park Avenue – Telephonics       | Suffolk       | Holtsville          |
| Teachers FCU       | 1134 Deer Park Avenue               | Suffolk       | North Babylon       |
| Teachers FCU       | Idle Hour Blvd – Dowling College    | Suffolk       | Oakdale             |
| Teachers FCU       | 155 W Roe Blvd – St. Joseph College | Suffolk       | Patchogue           |
| Teachers FCU       | 450 Jefferson Plaza (2)             | Suffolk       | Port Jefferson Sta. |
| Teachers FCU       | 260 A Pond Path (2)                 | Suffolk       | S Setauket          |
| Teachers FCU       | Dowling College Shirley             | Suffolk       | Shirley             |

## King Kullen No Surcharge Network

| ATM Street Address               | County  | City               |
|----------------------------------|---------|--------------------|
| 27-30 Sunrise Highway            | Nassau  | Bellmore           |
| 598 Stewart Avenue               | Nassau  | Bethpage           |
| 206 New Hyde Park Road           | Nassau  | Franklin Square    |
| 77 Forest Avenue                 | Nassau  | Glen Cove          |
| 1765 Penninsula Blvd             | Nassau  | Hewlett            |
| 275 South Broadway               | Nassau  | Hicksville         |
| 3284 Hempstead Turnpike          | Nassau  | Levittown          |
| 52 Jericho Turnpike              | Nassau  | Mineola            |
| 2020 Jericho Turnpike            | Nassau  | New Hyde Park      |
| 3 Shore Road                     | Nassau  | Port Washington    |
| 127 Sunrise Highway              | Nassau  | Rockville Centre   |
| 271 Jericho Turnpike             | Nassau  | Syosset            |
| 1340 Wantagh Avenue              | Nassau  | Wantagh            |
| 834 Sunrise Highway              | Suffolk | Bay Shore          |
| 440 East Main Street             | Suffolk | Bay Shore          |
| 29 Montauk Highway               | Suffolk | Blue Point         |
| Sayville Plaza & Sunrise Highway | Suffolk | Bohemia            |
| 2044 Montauk Highway             | Suffolk | Bridgehampton      |
| 160 North Research Place         | Suffolk | Central Islip      |
| 552 Montauk Highway              | Suffolk | Center Moriches    |
| 120 Veterans Highway             | Suffolk | Commack            |
| 315-25 Main Road                 | Suffolk | Cutchogue          |
| 25 Eastport Manor Road           | Suffolk | Eastport           |
| 1035 Route 109                   | Suffolk | Farmingdale        |
| 260 West Montauk Highway         | Suffolk | Hampton Bays West  |
| 52 East Montauk Highway          | Suffolk | Hampton Bays East  |
| 455 Park Avenue                  | Suffolk | Lindenhurst        |
| 460 County Road 111              | Suffolk | Manorville         |
| 2799 Route 112                   | Suffolk | Medford            |
| 1235 Middle Country Road         | Suffolk | Middle Island      |
| 5507-200 Nesconset Highway       | Suffolk | Mt. Sinai          |
| 1170 Deer Park Avenue            | Suffolk | North Babylon      |
| 301 Clay Pitts Road              | Suffolk | East Northport     |
| 395 G Fort Salonga Road          | Suffolk | Northport          |
| 499-64 Sunrise Highway           | Suffolk | Patchogue          |
| 795 Old Country Road             | Suffolk | Riverhead          |
| 153 Ronkonkoma Avenue            | Suffolk | Lake Ronkonkoma    |
| Boyle Road & Route 25            | Suffolk | Selden             |
| 273 William Floyd Parkway        | Suffolk | Shirley            |
| 50 N New York Avenue             | Suffolk | Huntington         |
| 275 Jericho Turnpike             | Suffolk | Huntington Station |
| 600 N Wellwood Avenue            | Suffolk | Lindenhurst        |
| 6233 Route 25A                   | Suffolk | Wading River       |
| 478 Union Blvd                   | Suffolk | West Islip         |
| 575 Nesconset Ave                | Suffolk | Hauppauge          |
| 6233 Route 25A                   | Suffolk | St. James          |



**STATEMENT OF FINANCIAL CONDITION AS OF June 30, 2003**  
 (ROUND CENTS TO THE NEAREST WHOLE DOLLAR. DO NOT REPORT CENTS)

Credit Union Name: **BETHPAGE**

Federal Charter/Certificate Number: **4735**

*This page must be completed by all credit unions*

| ASSETS   | Amount      | Acct. Code |
|--|-------------|------------|
| <b>CASH:</b> For data collection purposes, amounts reported for items 2 and 3 will be included on Schedule C -- Investments,<br><i>Cash on Deposit and Cash Equivalents on pages 11 and 12.</i>  |             |            |
| 1. Cash on Hand (Coin and Currency)  | 5,968,807   | 730A       |
| 2. Cash on Deposit (Amounts Deposited in Financial Institutions)   |             |            |
| a. Cash on Deposit in Corporate Credit Unions.....   | 14,278,726  | 730B1      |
| b. Cash on Deposit in Other Financial Institutions.....  | 11,290,927  | 730B2      |
| c. Total Cash on Deposit (Amounts Deposited in Financial Institutions)   | 25,569,653  | 730B       |
| 3. Cash Equivalents (Investments with Original Maturities of Three Months or Less)   | 6,221,894   | 730C       |
| <b>INVESTMENTS:</b> If any investments listed below have a remaining maturity or repricing interval of more than 1 year (exclusive of items 8 and 9), or if your credit union reports amounts for items 4, 5, 6, or 11, complete <i>Schedule C - Investments, Cash on Deposit and Cash Equivalents</i> on pages 11 and 12. |             |            |
| 4. Trading Securities  |             | 965        |
| 5. Available for Sale Securities   | 539,207,790 | 797E       |
| 6. Held-to-Maturity Securities   |             | 796E       |
| 7. Deposits in Commercial Banks, S&Ls, Savings Banks   | 4,239,769   | 744C       |
| 8. Membership Capital at Corporate Credit Unions   | 729,256     | 769A       |
| 9. Paid-In Capital at Corporate Credit Unions  |             | 769B       |
| 10. All Other Investments in Corporate Credit Unions   | 19,600,000  | 652C       |
| 11. All Other Investments  | 100,024     | 767        |
| 12. TOTAL INVESTMENTS (Sum of Items 4-11)  | 563,876,839 | 799I       |
| <b>LOANS Held for Sale:</b> See Instructions.  |             |            |
| 13. Loans Held for Sale.....   |             | 003        |

STATEMENT OF FINANCIAL CONDITION AS OF June 30, 2003  
 (ROUND CENTS TO THE NEAREST WHOLE DOLLAR. DO NOT REPORT CENTS)

Credit Union Name: BETHPAGE

Federal Charter/Certificate Number: 4735

*This page must be completed by all credit unions*

**ASSETS – CONTINUED**

**LOANS & LEASES:** If your credit union has any real estate loans outstanding or has originated any real estate loans during the reporting period, complete Schedule A - Real Estate Loans on page 9. If your credit union has any member business loans outstanding or has originated any member business loans during the reporting period, complete Schedule B - Member Business Loans on page 10.

|   | Interest Rate | Acct. Code | Number of Loans | Acct. Code | Amount        | Acct. Code |
|---|---------------|------------|-----------------|------------|---------------|------------|
| 14. Unsecured Credit Card Loans   | 9.20          | 521        | 15,185          | 993        | 28,834,943    | 396        |
| 15. All Other Unsecured Loans/Lines of Credit   | 9.20          | 522        | 12,428          | 994        | 49,534,845    | 397        |
| 16. New Vehicle Loans   | 4.49          | 523        | 6,919           | 958        | 100,153,643   | 385        |
| 17. Used Vehicle Loans  | 4.49          | 524        | 5,312           | 968        | 52,278,986    | 370        |
| 18. Total 1st Mortgage Real Estate Loans/Lines of Credit  | 4.75          | 563        | 3,307           | 959        | 491,940,753   | 703        |
| 19. Total Other Real Estate Loans/Lines of Credit   | 3.75          | 562        | 6,019           | 960        | 257,436,658   | 386        |
| 20. Leases Receivable   |               | 565        |                 | 954        |               | 002        |
| 21. Total All Other Loans/Lines of Credit   | 8.20          | 595        | 440             | 963        | 4,749,320     | 698        |
| 22. TOTAL LOANS & LEASES (Sum of items 14-21)   |               |            | 49,610          | 025A       | 984,929,148   | 025B       |
| 23. Less: Allowance for Loan & Lease Losses   |               |            |                 |            | ( 5,211,024   | 719 )      |
| <b>Other Assets:</b> If your credit union reported investments in, or loans to Credit Union Service Organizations – item 28 below, complete Schedule D - CUSO Information on page 13. |               |            |                 |            | Amount        | Acct. Code |
| 24. Other Real Estate Owned   |               |            |                 |            | 30,259        | 798        |
| 25. Land and Building   |               |            |                 |            | 8,914,488     | 007        |
| 26. Other Fixed Assets  |               |            |                 |            | 3,259,282     | 008        |
| 27. NCUA Share Insurance Capitalization Deposit   |               |            |                 |            | 11,379,701    | 794        |
| 28. Other Assets  |               |            |                 |            | 18,447,906    | 009        |
| 29. TOTAL ASSETS (Sum of items 1-3, 12-13, 22, 23 and 24-28) (Must equal line 17 on page 3)   |               |            |                 |            | 1,623,386,953 | 010        |

**LIABILITIES, SHARES AND EQUITY**

(ROUND CENTS TO THE NEAREST WHOLE DOLLAR. DO NOT REPORT CENTS)

Credit Union Name: **BETHPAGE**

Federal Charter/Certificate Number: **4735**

*This page must be completed by all credit unions*

| LIABILITIES:  | Amount     | Acct. Code |
|---|------------|------------|
| 1. Total Borrowings (Complete Schedule E - Borrowings, page 14) |            | 860C       |
| 2. Accrued Dividends & Interest Payable on Shares & Deposits    |            | 820A       |
| 3. Accounts Payable and Other Liabilities                       | 28,736,448 | 825        |

**SHARES/DEPOSITS:** If your credit union offers shares or deposits other than Regular Shares and Share Drafts, complete **Schedule F - Savings**, page 15.

|   | Dividend Rate | Acct. Code | Number of Accounts | Acct. Code | Amount        | Acct. Code |
|---|---------------|------------|--------------------|------------|---------------|------------|
| 4. Share Drafts                                   | 0.50          | 553        | 66,280             | 452        | 150,631,891   | 902        |
| 5. Regular Shares                                 | 1.39          | 552        | 128,191            | 454        | 302,771,750   | 657        |
| 6. All Other Shares and Deposits                  |               |            | 48,653             | 465        | 955,617,152   | 919        |
| 7. TOTAL SHARES AND DEPOSITS (Sum of items 4 - 6) |               |            | 243,124            | 460        | 1,409,020,793 | 018        |

| EQUITY:  | Amount        | Acct. Code |
|--|---------------|------------|
| 8. Undivided Earnings  | 141,427,557   | 940        |
| 9. Regular Reserves  | 21,091,228    | 931        |
| 0. Appropriation for Non-Conforming Investments (SCU ONLY)                                     |               | 668        |
| 11. Other Reserves.(Appropriations of Undivided Earnings)                                      |               | 658        |
| 12. Miscellaneous Equity (e.g., Donated Equity)  |               | 996        |
| 13. Accumulated Unrealized Gains (Losses) on Available for Sale Securities                     | 17,042,308    | 945        |
| 14. Accumulated Unrealized Net Gains (Losses) on Cash Flow Hedges                              |               | 945A       |
| 15. Other Comprehensive Income (unless already included in item 13 or 14)                      | (6,303,916)   | 945B       |
| 16. Net Income (unless this amount is already included in item 8)                              | 12,372,535    | 602        |
| 17. TOTAL LIABILITIES, SHARES, AND EQUITY(Sum items 1-3 and 7-16)<br>(Must equal line 29, P.2) | 1,623,386,953 | 014        |

*If your credit union has any unused commitments, loans sold or swapped with recourse, or pending bond claims, complete schedule G - Off-Balance Sheet Commitments and Contingent Assets and Liabilities on page 16.*

| NCUA INSURED SAVINGS COMPUTATION   |               |            |
|--|---------------|------------|
| Share and deposit amounts up to \$100,000 per account are insurable, if they are authorized by state law, and issued to members (or nonmembers in the case of low-income designated credit unions), other credit unions, or public units. Do not include notes payable or other forms of borrowings. |               |            |
|  | Amount        | Acct. Code |
| A. Uninsured Member Shares and Deposits (see instructions for this line item) . . .  | 166,956,186   | 065        |
| B. Uninsured Nonmember Shares and Deposits (see instructions for this line item)   |               | 067        |
| C. TOTAL UNINSURED SHARES AND DEPOSITS (A+B)   | 166,956,186   | 068        |
| TOTAL INSURED SHARES AND DEPOSITS (items 7 less item C)  | 1,242,064,607 | 069        |



**INCOME AND EXPENSE**

Credit Union Name: **BETHPAGE**

Federal Charter/Certificate Number: **4735**

*This page must be completed by all credit unions.*

| <b>INTEREST INCOME: JANUARY 1, 2003 TO June 30, 2003</b>             |            |            |
|--|------------|------------|
|  | Amount     | Acct. Code |
| 1. Interest on Loans (Gross-before interest refunds)                 | 24,981,231 | 110        |
| 2. (Less) Interest Refunded  | ( )        | 119        |
| 3. Income from Investments (Including Interest and Dividends)        | 12,743,402 | 120        |
| 4. Trading Profits and Losses (Realized and Unrealized Gains/Losses) |            | 124        |
| 5. TOTAL INTEREST INCOME (Sum of items 1-4)                          | 37,724,633 | 115        |

| <b>INTEREST EXPENSES: JANUARY 1, 2003 TO June 30, 2003</b>   |            |     |
|--|------------|-----|
| 6. Dividends on Shares (Includes dividends earned during current period)                               | 13,176,789 | 380 |
| 7. Interest on Deposits (Total interest expense for deposit accounts) (SCU ONLY)                       |            | 381 |
| 8. Interest on Borrowed Money  |            | 340 |
| 9. TOTAL INTEREST EXPENSE (Sum of items 6-8)   | 13,176,789 | 350 |
| 10. Provision for Loan & Lease Losses  | 1,200,000  | 300 |
| 11. NET INTEREST INCOME AFTER PROVISION FOR LOAN AND LEASE LOSSES<br>(Item 5 less item 9 less item 10) | 23,347,844 | 116 |

| <b>NON-INTEREST INCOME: JANUARY 1, 2003 TO June 30, 2003</b>                       |           |     |
|--|-----------|-----|
| 12. Fee Income   | 3,666,527 | 131 |
| 13. Other Operating Income (Include unconsolidated CUSO Income)                    | 3,673,290 | 659 |
| 14. Gain (Loss) on Investments (DO NOT include Gain or Loss on Trading Securities) | 230,602   | 420 |
| 15. Gain (Loss) on Disposition of Fixed Assets                                     |           | 430 |
| 16. Other Non-operating Income (Expense)   |           | 440 |
| 17. TOTAL NON-INTEREST INCOME (Sum of items 12-16)                                 | 7,570,419 | 117 |

| <b>NON-INTEREST EXPENSE: JANUARY 1, 2003 TO June 30, 2003</b> |            |      |
|---|------------|------|
| 18. Employee Compensation and Benefits                        | 10,011,180 | 210  |
| 19. Travel and Conference Expense                             | 340,502    | 230  |
| 20. Office Occupancy Expense                                  | 1,270,051  | 250  |
| 21. Office Operations Expense                                 | 4,962,611  | 260  |
| 22. Educational and Promotional Expenses                      | 462,803    | 270  |
| 23. Loan Servicing Expense                                    | 114,778    | 280  |
| 24. Professional and Outside Services                         | 957,033    | 290  |
| 25. Member Insurance  | (45,540)   | 310  |
| 26. Operating Fees (Examination and/or supervision fees)      | 99,460     | 320  |
| 27. Miscellaneous Operating Expenses                          | 372,850    | 360  |
| 28. TOTAL NON-INTEREST EXPENSE (Sum of items 18-27)           | 18,545,728 | 671  |
| 29. NET INCOME (LOSS) (line 11 plus line 17 less line 28)     | 12,372,535 | 661A |

| <b>RESERVE TRANSFERS: JANUARY 1, 2003 TO June 30, 2003</b> |  |     |
|--|--|-----|
| 30. Transfer to Regular Reserves                           |  | 393 |

**LOAN INFORMATION**

Credit Union Name: BETHPAGE

Federal Charter/Certificate Number: 4735

This page must be completed by all credit unions

**ALL DELINQUENT LOANS (INCLUDING CREDIT CARDS) AND LEASES AS OF June 30, 2003**

1. 2 to less than 6 months delinquent
2. 6 to less than 12 months delinquent
3. 12 months and over delinquent
4. TOTAL DELINQUENT LOANS & LEASES

| Number | Acct Code | Amount    | Acct Code |
|--------|-----------|-----------|-----------|
| 294    | 021A      | 1,566,641 | 021B      |
| 42     | 022A      | 408,087   | 022B      |
| 38     | 023A      | 431,027   | 023B      |
| 374    | 041A      | 2,405,755 | 041B      |

**DELINQUENT CREDIT CARD LOANS AS OF June 30, 2003**

5. 2 to less than 6 months delinquent
6. 6 to less than 12 months delinquent
7. 12 months and over delinquent
8. TOTAL DELINQUENT CREDIT CARD LOANS

| Number | Acct Code | Amount  | Acct Code |
|--------|-----------|---------|-----------|
| 94     | 026A      | 283,468 | 026B      |
| 10     | 027A      | 69,500  | 027B      |
| 30     | 028A      | 41,134  | 028B      |
| 134    | 045A      | 394,102 | 045B      |

**MISCELLANEOUS LOAN INFORMATION**

9. Loans Purchased from Other Financial Institutions Year-to-Date
10. Indirect Loans Granted Year-to-Date.....
11. Loans Outstanding to Credit Union Officials and Senior Executive Staff
12. Loans Granted Year-to-Date
13. Total Amount of All Loans Charged-Off Year-to-Date
14. Total Amount of All Year-to-Date Recoveries on Charged-Off Loans
15. Total Amount of Credit Card Loans Charged-Off Year-to-Date
16. Total Amount of Year-to-Date Recoveries on Credit Card Loans Charged-Off
17. Total Amount of All Loans Charged-Off due to Bankruptcy, Year-to-Date  
(Include both Chapter 7 and Chapter 13 Bankruptcy Loan Charge-offs)
18. Number of members with loans in your credit union who have filed for:
  - a. Chapter 7 Bankruptcy Year-to-Date
  - b. Chapter 13 Bankruptcy Year-to-Date
19. Total of outstanding loan balances subject to bankruptcies identified in item 18a. and 18b.
20. a. Participation Loans Outstanding.....  
 b. Participation Loans Purchased Year-to-Date.....  
 c. Participation Loans Sold Year-to-Date.....

| Number | Acct Code | Amount      | Acct Code |
|--------|-----------|-------------|-----------|
|        | 614       |             | 615       |
| 212    | 617       | 4,264,332   | 618       |
| 19     | 995       | 1,925,239   | 956       |
| 19,205 | 031A      | 544,433,516 | 031B      |
|        |           | 1,834,312   | 550       |
|        |           | 259,778     | 551       |
|        |           | 522,752     | 680       |
|        |           | 64,567      | 681       |

|         |     |
|---------|-----|
| 419,326 | 682 |
|---------|-----|

|     |     |
|-----|-----|
| 117 | 081 |
| 20  | 082 |

|         |     |
|---------|-----|
| 991,407 | 971 |
|---------|-----|

| Number | Acct Code | Amount | Acct Code |
|--------|-----------|--------|-----------|
|        | 619A      |        | 619       |
|        | 690A      |        | 690       |
|        | 691A      |        | 691       |

**INFORMATION SYSTEMS & TECHNOLOGY**

*This page must be completed by all credit unions*

1. Indicate in the box at the right the number of the statement below which best describes the system the credit union uses to maintain its share and loan records.

1 = Manual System (No Automation) 2 = Vendor Supplied In-House System 3 = Vendor On-Line Service Bureau  
4 = CU Developed In-House System 5 = Other

|   |            |
|---|------------|
|   | Acct. Code |
| 2 | 076        |

2. Indicate in the box below the name of the primary share and loan information processing vendor.

AFTECH

(Answer 1 = Yes, 0 = No for Questions 3 and 4 only)

3. How do your members access/perform electronic financial services (select all that apply):

|                                      | Acct. Code |                                   | Acct. Code |
|--------------------------------------|------------|-----------------------------------|------------|
| A. World Wide Web or Internet/Brower | 1 886A     | E. Automatic Teller Machine (ATM) | 1 886E     |
| B. Wireless .....                    | 1 886B     | F. Kiosk .....                    | 1 886F     |
| C. Home Banking/PC Based .....       | 1 886C     | G. Other .....                    | 886G       |
| D. Audio Response/Phone Based .....  | 1 886D     |                                   |            |

4. What services do you offer electronically (select all that apply):

|                                  | Acct. Code |                                  | Acct. Code |
|----------------------------------|------------|----------------------------------|------------|
| A. Member Application .....      | 1 887A     | G. View Account History.....     | 1 887G     |
| B. New Loan .....                | 1 887B     | H. Merchandise Purchase...       | 887H       |
| C. Account Balance Inquiry ..... | 1 887C     | I. Share Account Transfers...    | 1 887I     |
| D. Share Draft Orders.....       | 1 887D     | J. Bill Payment .....            | 1 887J     |
| E. New Share Account .....       | 1 887E     | K. Download Account History      | 1 887K     |
| F. Loan Payments .....           | 1 887F     | L. Electronic Cash.....          | 887L       |
| M. Account Aggregation.....      | 887M       | P. Electronic Signature          | 887P       |
| N. Internet Access Services..... | 887N       | Authentication/Certification ... |            |
| Z. Other (please specify).....   |            |                                  |            |
|                                  | 887Z       |                                  |            |

5. If your credit union has a World Wide Website Address, please provide it in the box...

BETHPAGEFCU.COM 891

6. If you have a world wide website, please indicate the type (select only one).....

1 = Informational 2 = Interactive 3=Transactional

|   |      |
|---|------|
| 3 | 892A |
|---|------|

7. If you have a transactional world wide website, how many members use it.....

|        |      |
|--------|------|
| 30,672 | 892B |
|--------|------|

8. If you have a transactional website, please provide the name of the primary vendor used to deliver such services

DIGITAL INSIGHT 892C

9. If your credit union has a World Wide Website, please provide the name of the vendor used to maintain the website.

DIGITAL INSIGHT 893

10. If your credit union has a World Wide Website, please provide the name of the vendor used to host the website.

DIGITAL INSIGHT 894

11. If you do not have a website, do you plan to add one in the future (Answer 1 = Yes, 0 = No)

a. If Yes to #11, in how many months .....

|  |     |
|--|-----|
|  | 889 |
|--|-----|

b. If Yes to #11, what type of site (select only one) .....

1 = Informational 2 = Interactive 3=Transactional

|  |      |
|--|------|
|  | 889A |
|--|------|

|  |      |
|--|------|
|  | 889B |
|--|------|

**MISCELLANEOUS INFORMATION**  
*This page must be completed by all credit unions*

1. Indicate in the box at the right the number of the description below that best characterizes the last audit performed of your credit union's records

- 1 = Financial statement audit performed by state licensed persons
- 2 = Balance sheet audit performed by state licensed persons
- 3 = Examinations of internal controls over call reporting performed by state licensed persons
- 4 = Supervisory Committee audit performed by state licensed persons
- 5 = Supervisory Committee audit performed by other external auditors
- 6 = Supervisory Committee audit performed by the supervisory committee or designated staff

|   |              |
|---|--------------|
|   | Acct<br>Code |
| 1 | 064          |

Effective date of last audit ( in MM/YYYY format)

2. Effective date of the most recent Supervisory Committee verification of Members' accounts

|         |     |
|---------|-----|
| 12/2002 | 063 |
| 12/2002 | 603 |

( in MM/YYYY format)

3. Does your credit union maintain share/deposit insurance coverage in addition to the NCUSIF?  
 1 = Yes; Blank = No (Do not include Life Savings and Borrowers' Protection Insurance or Surety Bond Coverage.)

|  |     |
|--|-----|
|  | 875 |
|--|-----|

If so, indicate the name of the insurance company

|  |     |
|--|-----|
|  | 876 |
|--|-----|

Dollar amount of shares and/or deposits insured by the company named above

|  |     |
|--|-----|
|  | 877 |
|--|-----|

4. Number of current members (not number of accounts)

|         |     |
|---------|-----|
| 117,257 | 083 |
|---------|-----|

5. Number of potential members

|         |     |
|---------|-----|
| 410,000 | 084 |
|---------|-----|

6. Number of credit union employees who are:

- a. Full-Time (26 hours or more per week)
- b. Part-Time (25 hours or less per week)

|     |      |
|-----|------|
| 280 | 564A |
|-----|------|

|    |      |
|----|------|
| 31 | 564B |
|----|------|

7. New programs or service offerings (878A – 878N): (Blank = No; 1 = Yes)

- A. None
- B. Indirect Lending
- C. Commercial Lending
- D. Member Business Loans
- E. Participation Loans
- F. Real Estate Loans
- G. Risk Based Loans
- H. Direct Financing Leases
- I. ATM / Debit Card Program
- J. Mortgage Processing
- K. New CUSO
- L. Data Processing Conversion
- M. Insurance / Investment Sales
- N. Other

|   |      |
|---|------|
|   | 878A |
|   | 878B |
| 1 | 878C |
|   | 878D |
|   | 878E |
|   | 878F |
|   | 878G |
|   | 878H |
|   | 878I |
|   | 878J |
| 1 | 878K |
| 1 | 878L |
|   | 878M |
|   | 878N |

8. Credit Union Member Service Branch Information

a. Number of credit union maintained branches located in the United States and its territories and foreign countries.....

|        |              |
|--------|--------------|
| Number | Acct<br>Code |
| 8      | 566          |

b. Does the credit union provide member services through a credit union shared branch services center?

|   |      |
|---|------|
| 1 | 566A |
|---|------|

(Answer 1 = Yes; 0 = No for this question)

*This page must be completed by all credit unions*

**U.S. Patriot Act Information**

The regulations implementing the U.S.A. Patriot's Act require financial institutions to identify one or more persons to receive information from FinCEN regarding individuals, entities and organizations engaged in or reasonably suspected, based upon credible evidence of engaging in terrorist acts or money laundering activities. The logical person to designate for this would be the individual in charge of the credit union's Bank Secrecy Act Compliance and Customer Identification Programs. The contact information will be used by NCUA and FinCEN and will not be released to the public.

| Primary Contact  |                                  |                   | Secondary Contact |                                  |                    |
|------------------|----------------------------------|-------------------|-------------------|----------------------------------|--------------------|
| Name:            | John Marchiel                    | Acct. Code<br>969 | Name              | Wayne Grosse                     | Acct. Code<br>969D |
|                  | Is there an Email address?(1=No) |                   |                   | Is there an Email address?(1=No) |                    |
| Email Address:   | JMarchiel@BethpageFCU.com        | 969A              | Email Address:    | WGrosse@BethpageFCU.com          | 969E               |
| Fax Number       | 5163496765                       | 969B              | Fax Number        | 5163496765                       | 969F               |
| Telephone Number | 5163496756                       | 969C              | Telephone Number  | 5163496768                       | 969G               |

**Emergency Contact Information**

This information is requested so NCUA can distribute critical, time sensitive information to emergency contacts at credit unions. Please provide primary contact information for a senior credit union official that has decision-making authority. Also, please provide information for secondary contact senior official. Emergency contact information is for the confidential use of NCUA and will not be released to the public.

| Primary Contact  |                                  |                    | Secondary Contact |                                  |                    |
|------------------|----------------------------------|--------------------|-------------------|----------------------------------|--------------------|
| Name:            | Kirk Kordeleski                  | Acct. Code<br>969H | Name              | Wayne Grosse                     | Acct. Code<br>969L |
|                  | Is there an Email address?(1=No) |                    |                   | Is there an Email address?(1=No) |                    |
| Email Address:   | KKordeleski@BethpageFCU.com      | 969I               | Email Address:    | WGrosse@BethpageFCU.com          | 969M               |
| Fax Number       | 5163496765                       | 969J               | Fax Number        | 5163496765                       | 969N               |
| Telephone Number | 5163496768                       | 969K               | Telephone Number  | 5163496764                       | 969O               |

CU Name: BETHPAGE

Federal Charter/Certificate Number: 4735

Telephone No: 6316226025 (10 Digits)

Fax No: 6316226010 (10 Digits)

Last Name: Brief

First: Ira

MI: \_\_\_\_\_

Prepared By

Last Name: Kordeleski

First: Kirk

MI: \_\_\_\_\_

Manager/CEO (The person responsible for the day to day operations of the credit union)

Last Name: Piazzola

First: Sam

MI: \_\_\_\_\_

President of the Board (Chairperson)

SCHEDULE A - REAL ESTATE LOANS/LINES OF CREDIT

Credit Union Name: **BETHPAGE**

Federal Charter/Certificate Number: **4735**

Complete this schedule if your credit union has any real estate loans outstanding or has originated any real estate loans during the reporting period including member business loans secured by real estate.

| REAL ESTATE LOANS AND LINES OF CREDITS | No. of Loans Outstanding | Acct. Code | Amt of Loans Outstanding | Acct. Code | No. of Loans Granted Year-to-Date | Acct. Code | Amount Granted Year-To-Date | Acct. Code |
|--|--------------------------|------------|--------------------------|------------|-----------------------------------|------------|-----------------------------|------------|
| 1. First Mortgage                      |                          |            |                          |            |                                   |            |                             |            |
| A. Fixed Rate                          | 2,396                    | 972        | 329,667,542              | 704        | 1,747                             | 982        | 293,787,213                 | 720        |
| B. Adjustable Rate.                    | 911                      | 973        | 162,273,211              | 705        | 226                               | 983        | 53,366,122                  | 721        |
| 2. Other Real Estate                   |                          |            |                          |            |                                   |            |                             |            |
| A. Closed-End Fixed Rate               | 431                      | 974        | 10,525,329               | 706        | 63                                | 984        | 1,917,600                   | 722        |
| B. Closed-End Adj. Rate                | 33                       | 975        | 405,431                  | 707        |                                   | 985        |                             | 723        |
| C. Open-End Adj./Home Equit            | 5,555                    | 976        | 246,505,898              | 708        | 1,438                             | 986        | 76,245,917                  | 724        |
| D. Other                               |                          | 977        |                          | 709        |                                   | 987        |                             | 725        |
| 3. TOTALS (each column)                | 9,326                    | 978        | 749,377,411              | 710        | 3,474                             | 988        | 425,316,852                 | 726        |

DELINQUENT REAL ESTATE LOANS AND LINES OF CREDITS AS OF June 30, 2003

|  | Amount Fixed Rate | Acct. Code | Amount Adjustable Rate | Acct. Code |
|--|-------------------|------------|------------------------|------------|
| 4. Amount of First Mortgage Loans/LOC    |                   |            |                        |            |
| A. 1 to less than 2 months delinquent    | 138,247           | 751        | 1,469,563              | 771        |
| B. 2 to less than 6 months delinquent    |                   | 752        | 38,070                 | 772        |
| C. 6 to less than 12 months delinquent   | 41,915            | 753        | 68,418                 | 773        |
| D. 12 months or more delinquent          |                   | 754        | 350,287                | 774        |
| E. TOTAL (sum of item 4, A + B + C + D)  | 180,162           | 713        | 1,926,338              | 714        |
| 5. Amount of Other Real Estate Loans/LOC |                   |            |                        |            |
| A. 1 to less than 2 months delinquent    | 103,679           | 755        | 807,146                | 775        |
| B. 2 to less than 6 months delinquent    |                   | 756        | 237,593                | 776        |
| C. 6 to less than 12 months delinquent   |                   | 757        | 8,390                  | 777        |
| D. 12 months or more delinquent          |                   | 758        |                        | 778        |
| E. TOTAL (sum of item 5, A + B + C + D)  | 103,679           | 715        | 1,053,129              | 716        |

REAL ESTATE LOANS/LINES OF CREDIT CHARGE-OFFS AND RECOVERIES

|  | Amt Charged-Off Y-T-D | Acct. Code | Amt Recovered Year-To-Date | Acct. Code |
|--|-----------------------|------------|----------------------------|------------|
| 6. Amount of First Mortgage Loans/LOC    |                       | 548        |                            | 607        |
| 7. Amount of Other Real Estate Loans/LOC |                       | 549        |                            | 608        |

MISCELLANEOUS REAL ESTATE LOANS/LINES OF CREDIT INFORMATION

|   | Amount      | Acct. Code |
|---|-------------|------------|
| 8. Allowance for Losses on All Real Estate Loans  |             | 731        |
| 9. Amount of Real Estate Loans Included in item 3 above that is collateral for a loan that meets the definition of a Member Business Loan                         |             | 718        |
| 10. Total Amount of All 1st Mortgage Loans which have been sold in the secondary market year-to-date  | 196,157,470 | 736        |
| 11. Amount of Real Estate Loans Outstanding that will contractually refinance, reprice or mature within the next 5 years and that are not Member Business Loans.. | 373,984,459 | 712        |
| 12. Mortgaging Servicing Rights   | 3,586,044   | 779        |

**SCHEDULE B - MEMBER BUSINESS LOANS**

Credit Union Name: **BETHPAGE**

Federal Charter/Certificate Number: **4735**

Complete this schedule if your credit union has any member business loans outstanding or has originated any member business loans during the reporting period including member business loans secured by real estate.

Date: **June 30, 2003**

| <b>MEMBER BUSINESS LOANS(MBLs)</b> | <b>No. of Loans Outstanding</b> | <b>Acct Code</b> | <b>Amount Outstanding</b> | <b>Acct Code</b> | <b>No. of Loans Granted Year-to-Date</b> | <b>Acct Code</b> | <b>Amount Granted Year-to-Date</b> | <b>Acct Code</b> |
|------------------------------------|---------------------------------|------------------|---------------------------|------------------|--|------------------|------------------------------------|------------------|
| 1. Agricultural Related Loans      |                                 | 961              |                           | 042              |  | 099              |                                    | 463              |
| 2. All Other MBLs                  | 15                              | 962              | 1,019,669                 | 387              | 15                                       | 399              | 952,994                            | 389              |
| 3. TOTALS (each column)            | 15                              | 900              | 1,019,669                 | 400              | 15                                       | 090              | 952,994                            | 475              |

**DELINQUENT MEMBER BUSINESS LOANS**

4. Agriculture Related Loans

- A. 1 to less than 2 months delinquent
- B. 2 to less than 6 months delinquent
- C. 6 to less than 12 months delinquent
- D. 12 months or more delinquent
- E. TOTAL (Sum of item 4, A+B+C+D)

| Number | Acct. Code | Amount | Acct. Code |
|--------|------------|--------|------------|
|        | 125F       |        | 125A       |
|        | 125G       |        | 125B       |
|        | 125H       |        | 125C       |
|        | 125I       |        | 125D       |
| -      | 125J       | -      | 125E       |

5. All Other Member Business Loans

- A. 1 to less than 2 months delinquent
- B. 2 to less than 6 months delinquent
- C. 6 to less than 12 months delinquent
- D. 12 months or more delinquent
- E. TOTAL (Sum of item 5, A+B+C+D)

|   |      |   |      |
|---|------|---|------|
|   | 126F |   | 126A |
|   | 126G |   | 126B |
|   | 126H |   | 126C |
|   | 126I |   | 126D |
| - | 126J | - | 126E |

**MEMBER BUSINESS LOAN CHARGE-OFFS AND RECOVERIES**

- 6. Amount of Member Business Agricultural Loans
- 7. Amount of All Other Member Business Loans

| Amount Charged-Off Year-to-Date | Acct. Code | Amount Recovered Year-to-Date | Acct. Code |
|---------------------------------|------------|-------------------------------|------------|
|                                 | 132        |                               | 134        |
|                                 | 133        |                               | 135        |

**MISCELLANEOUS MEMBER BUSINESS LOAN INFORMATION**

- 8. Allowance for Losses on Member Business Loans
- 9. Aggregate of All Concentrations of Credit for Members Business Loans
- 10. Construction or Development Members Business Loans

| Amount | Acct. Code |
|--------|------------|
| 20,400 | 140        |
|        | 142        |
|        | 143        |

**SCHEDULE C - INVESTMENTS, CASH ON DEPOSIT AND CASH EQUIVALENTS**

Page 11  
3.b

**Credit Union Name: BETHPAGE**

**Federal Charter/Certificate Number: 4735**

**Complete this schedule if any investments have a remaining maturity or repricing interval of more than 1 year (exclusive of Membership Capital and Paid-In Capital at Corporate Credit Unions) or if amounts are reported on page 1, lines 4, 5, 6, or 11.**

**TYPES OF INVESTMENTS**

1. Sum of Items 2c, 3, 7, 8, 9, and 10 from page 1
2. U.S. Government Obligations
3. Federal Agency Securities
4. Mutual Funds & Common Trust Investments
5. Credit Unions - Deposits in and Loans to
6. Other Investments
7. **TOTAL INVESTMENTS, CASH ON DEPOSIT AND CASH EQUIVALENTS**  
(Must equal the sum of amount reported on page 1, item 2, 3, & 12.)

| Amount      | Acct. Code |
|-------------|------------|
| 56,360,572  | 768        |
| 8,692,500   | 741C       |
| 529,459,675 | 742C       |
| 54,364      | 743C       |
| 100,024     | 672C       |
| 1,001,251   | 655C       |
| 595,668,386 | 799        |



**SCHEDULE C (CONTINUED) - INVESTMENTS, CASH ON DEPOSIT AND CASH EQUIVALENTS**

Credit Union Name: **BETHPAGE**

Federal Charter/Certificate Number: **4735**

Complete this schedule if any investments have a remaining maturity or repricing interval of more than 1 year (exclusive of Membership Capital and Paid-In Capital at Corporate Credit Unions) or if amounts are reported on page 1, lines 4, 5, 6, or 11.

**CLASSIFICATION OF INVESTMENTS, CASH ON DEPOSIT AND CASH EQUIVALENTS**

|                     | A.<br>< 1 Year | B.<br>1-3 Years | C.<br>3-10 Years | D.<br>> 10 Years | E.<br>TOTAL AMOUNT | Acct.<br>Code |
|---------------------|----------------|-----------------|------------------|------------------|--------------------|---------------|
| 8. Non-SFAS 115     | 43,509,687     | 11,356,909      | 1,594,000        |                  | 56,460,596         | 745           |
| 9. Held to Maturity |                |                 |                  |                  | -                  | 796           |
| 10. Avail. for Sale | 188,454,272    | 231,702,976     | 109,302,427      | 9,748,115        | 539,207,790        | 797           |
| 11. Trading         |                |                 |                  |                  | -                  | 965           |
| 12. TOTALS          | 231,963,959    | 243,059,885     | 110,896,427      | 9,748,115        | 595,668,386        | 799           |

**MORTGAGE-BACKED SECURITIES**

Items 13 and 14 should also be included on the appropriate lines within the sections for Types of Investments and Classification of Investments, items 1-7 and 8-12 above.

13. Mortgage Pass-Through Securities

14. Collateralized Mortg. Obligations/Real Estate Mortgage Investment Conduits(CMOs/REMICs)

| Amount     | Acct.<br>Code |
|------------|---------------|
| 14,374,293 | 732           |
|            | 733           |

**INVESTMENTS MEETING SPECIFIC CRITERIA OF PART 703 (FCU ONLY)**

15. Non-Mortgage Related Securities with Embedded Options or Complex Coupon Formulas

16. Non-Mortgage Related Securities with Maturities Greater than Three Years that Do Not have Embedded Options or Complex Coupon Formulas. ....

|           |      |
|-----------|------|
| 2,008,120 | 786A |
|-----------|------|

17. Total of Securities Meeting the Requirements of Section 703.90(b)(Sum of items 13-16) ....

18. Market Value Devaluation of Portfolio at a 300 Basis Point Shock. ....

|             |      |
|-------------|------|
| 102,724,110 | 786B |
|-------------|------|

19. Total of Deposits and Shares Meeting the Requirements of Section 703.70(a). ....

|             |     |
|-------------|-----|
| 119,106,523 | 786 |
|-------------|-----|

**MISCELLANEOUS INVESTMENT INFORMATION**

20. Fair Value of Held to Maturity Investments (reported in item 9 above)

21. Repurchase Agreements

22. Reverse Repurchase Transactions Placed in Investments for Purposes of Positive Arbitrage

23. Non-Mortgage-Backed Derivatives of US Govt. Obligations/Federal Agency Securities

24. Investments Not Authorized by the FCU Act or NCUA Rules and Regulations (SCU ONLY)

25. Outstanding balance of brokered certificates of deposit and share certificates .....

|           |     |
|-----------|-----|
|           | 787 |
| 1,594,000 | 785 |

|  |     |
|--|-----|
|  | 801 |
|  | 780 |
|  | 781 |
|  | 783 |
|  | 784 |
|  | 788 |

**SCHEDULE D - CREDIT UNION SERVICE ORGANIZATION (CUSO) INFORMATION**

Credit Union Name: **BETHPAGE**

Federal Charter/Certificate Number: **4735**

**DON'T MAKE ENTRIES ON THIS FORM UNLESS YOUR CREDIT UNION HAS A LOAN TO OR INVESTMENT IN A CUSO**

Complete a separate line of information for each CUSO in which you have a loan or an investment, regardless of whether your credit union wholly owns the CUSO, has a "controlling financial interest", has the "ability to exert significant influence" or owns only a smaller portion of the CUSO. If you have a loan or investment in more than 15 CUSOs and file manually, please continue on a copy of this form.

| Name of CUSO (Acct. 830A-T)*         | Value of Investment<br>in CUSO<br>(Acct. 831A-T) | Amount loaned<br>to CUSO<br>(Acct. 832A-T) |     | Aggregate Cash<br>Outlay in CUSO<br>(Acct. 836A-T) |
|--------------------------------------|--|--|-----|--|
|                                      |  | **   | *** |  |
| A. Bethpage Management Services, LLC | 10,420   | 1  | 12  | 10,000   |
| B. Bethpage Financial Services, LLC  | 276,580  | 1  | 5   | 180,000  |
| C. Bethpage e-Strategies, LLC        | 27,916   | 1  | 12  | 30,000   |
| D. Business Services Group, LLC      | 250,000  |  | 12  | 250,000  |
| E. Land Bound Services, LLC          | 51,000   |  | 12  | 51,000   |
| F. PSCU Financial Services           | 82,684   |  | 7   | 82,684   |
| G. CSC, Inc. II                      | 11,000   |  | 5   | 11,000   |
| H.                                   |  |  |     |  |
| I.                                   |  |  |     |  |
| J.                                   |  |  |     |  |
| K.                                   |  |  |     |  |
| L.                                   |  |  |     |  |
| M.                                   |  |  |     |  |
| N.                                   |  |  |     |  |
| O.                                   |  |  |     |  |
| P.                                   |  |  |     |  |
| Q.                                   |  |  |     |  |
| R.                                   |  |  |     |  |
| S.                                   |  |  |     |  |
| T.                                   |  |  |     |  |

**Note:**

- \* Report the CUSO's full/legal name.
- \*\* Is the CUSO wholly owned by the credit union? Blank = No; 1 = Yes (Acct. Code 833A-T)
- \*\*\* Indicate in the box the number which describes the predominant service provided by the CUSO: (Acct. Code 834A-T)
 

|                         |   |                   |                    |
|-------------------------|---|-------------------|--------------------|
| 1 = Mortgage Processing | 4 = Insurance Services                        | 7=Credit Cards    | 10=Tax Preparation |
| 2 = EDP Processing      | 5 = Investment Services                       | 8=Trust Services  | 11=Travel          |
| 3 = Shared Branching    | 6 = Auto Buying, Leasing,<br>Indirect Lending | 9=Item Processing | 12=Other           |

If the credit union did not use PC 5300 system software, this 5300 data is entered into PC 5300 Program by

(Acct. 841)

1 = Examiner; 2 = State Supervisory Authority

**SCHEDULE E - BORROWINGS**

**Credit Union Name: BETHPAGE**

**Federal Charter/Certificate Number: 4735**

**Complete questions 1 through 6 if there is an amount reported on page 3, line 1 (Total Borrowings).**

**All credit unions must answer questions 7 through 11.**

The amount reported below on item 5C must equal the amount reported on page 3, line 1.

| DISTRIBUTION OF BORROWINGS                            | A. Amount < 1 yr | B1. Amount 1-3 yrs | B2. Amount > 3 yrs | C. Total Amount | Acct. Code |
|---|------------------|--------------------|--------------------|-----------------|------------|
| 1. Other Notes, Promissory Notes and Interest Payable |                  |                    |                    | -               | 011C       |
| 2. Reverse Repurchase Agreements                      |                  |                    |                    | -               | 058C       |
| 3. Subordinated Debt                                  |                  |                    |                    | -               | 867C       |
| 4. Uninsured Secondary Capital                        |                  |                    |                    | -               | 925        |
| 5. TOTALS (each column)                               | -                | -                  | -                  | -               | 860C       |

**MISCELLANEOUS BORROWINGS INFORMATION**

6. Amount of Promissory Notes Outstanding to Non-Members

| Amount | Acct. Code |
|--------|------------|
|        | 865        |

**CREDIT AND BORROWING ARRANGEMENTS**

*(Answer 1 = Yes; 0 = No for questions 7 through 11)*

- 7. Is your credit union a member of a corporate credit union?
- 8. Is your credit union a member of a Federal Home Loan Bank?
- 9. Has your credit union filed an application to borrow from the Federal Reserve Bank Discount Window?
- 10. Has your credit union pre-pledged collateral with the Federal Reserve Bank Discount Window?
- 11. Has your credit union purchased a committed line of credit with a corporate credit union, other credit union, or other financial institution?

|   | Acct. Code |
|---|------------|
| 1 | 895        |
|   | 896        |
|   | 897        |
|   | 898        |
|   | 899        |

**SCHEDULE F - SAVINGS**

Credit Union Name: **BETHPAGE**

Federal Charter/Certificate Number: **4735**

Complete this schedule if your credit union offers any type of share or deposit accounts other than Regular Shares and Share Drafts. Report by the remaining maturity. If there is an amount reported on page 3, line 6, this schedule must be completed.

**DISTRIBUTION OF SAVINGS**

|                                | A. Amount < 1 yr | B1. Amount 1-3 yrs | B2. Amount > 3 yrs | C. Total Amount | Acct. Code |
|--------------------------------|------------------|--------------------|--------------------|-----------------|------------|
| 1. Sum of items 4 & 5 from p.3 | 453,403,641      |                    |                    | 453,403,641     | 918        |
| 2. Money Market shares         | 499,077,231      |                    |                    | 499,077,231     | 911        |
| 3. Share Certificates          | 145,513,948      | 46,319,527         | 36,187,515         | 228,020,990     | 908C       |
| 4. IRA/KEOGH Accounts          | 188,407,429      | 10,185,353         | 29,926,149         | 228,518,931     | 906C       |
| 5. All other shares            |                  |                    |                    | -               | 630        |
| 6. TOTAL SHARES                | 1,286,402,249    | 56,504,880         | 66,113,664         | 1,409,020,793   | 013        |
| 7. Non-Member Deposits         |                  |                    |                    | -               | 880        |
| 8. TOTAL SHARES and DEPOSITS   | 1,286,402,249    | 56,504,880         | 66,113,664         | 1,409,020,793   | 018        |

- 1. Sum of items 4 and 5 from p.3
- 2. Money Market Shares
- 3. Share Certificates
- 4. IRA/KEOGH Accounts
- 5. All other shares
- 6. TOTAL SHARES
- 7. Non-Member Deposits
- 8. TOTAL SHARES and DEPOSITS

| Total Number of Accounts | Acct. Code |
|--------------------------|------------|
| 194,471                  | 466        |
| 19,982                   | 458        |
| 15,546                   | 451        |
| 13,125                   | 453        |
|                          | 455        |
| 243,124                  | 966        |
|                          | 457        |
| 243,124                  | 460        |

**DIVIDEND/INTEREST RATES**

- 9. Money Market Shares w/ Mini. Balance Require., Withdraw Limit., and no Fixed Maturity
- 10. Share Certificates with 1 Year Maturity
- 11. IRA/KEOGH and Retirement Accounts
- 12. Non-Member Deposits
- 13. All Other Shares

| Rate | Acct. Code |
|------|------------|
| 1.99 | 532        |
| 2.47 | 547        |
| 2.09 | 554        |
|      | 599        |
| 1.39 | 585        |

**MISCELLANEOUS SAVINGS INFORMATION**

- 14. Brokered Deposits . . . . .

| Amount | Acct. Code |
|--------|------------|
|        | 459        |

**SCHEDULE G - OFF-BALANCE SHEET COMMITMENTS AND CONTINGENT ASSETS AND LIABILITIES**

**Credit Union Name: BETHPAGE**

**Federal Charter/Certificate Number: 4735**

***If your credit union has any unused commitments, loans sold or swapped with recourse, or pending bond claims, this schedule must be completed.***

**1. Unused Commitments for Member Business Loans (MBLs)**

- A. Commercial Real Estate, Construction and Land Development
- B. Other Unused Member Business Loan Commitments

| Amount | Acct. Code |
|--------|------------|
|        | 814        |
| 90,734 | 814A       |

**2. Unused Commitments for All Remaining Loans (Non-MBL)**

- A. Revolving Open-End lines secured by 1-4 Family Residential Properties
- B. Credit Card Lines
- C. Outstanding Letters of Credit
- D. Unsecured Share Draft Lines of Credit
- E. Other Unused Commitments

|             |     |
|-------------|-----|
| 130,817,515 | 811 |
| 94,869,911  | 812 |
|             | 813 |
| 86,353,417  | 815 |
|             | 816 |

**3. Loans Sold or Swapped with Recourse**

- A. Total Dollar Amount of Loans Sold or Swapped with Recourse Year-to-Date
- B. Total Principal Balance Outstanding of Loans Sold or Swapped with Recourse

|  |     |
|--|-----|
|  | 817 |
|  | 819 |
|  | 818 |

**4. Pending Bond Claims**

PCA NET WORTH CALCULATION WORKSHEET

Credit Union Name: **BETHPAGE**

Federal Charter/Certificate Number: **4735**

- o No credit union is required to provide input on this page unless it has chosen an alternative total assets option offered on lines 9 through 11 to calculate Net Worth or have elected to calculate an alternative Risk Based Net Worth ratio
- o Electronic Filers: Information entered on preceding schedules will populate line items below on the PC 5300 Automated System, excluding optional items 9, 10 and 11.
- o Manual Call Report Filers: Leave this page blank or use it as a manual net worth calculation worksheet.

NET WORTH TO TOTAL ASSETS RATIO

NUMERATOR: NET WORTH

1. Undivided Earnings
2. Regular Reserves
3. Appropriation for Non-Conforming Investments (SCU ONLY)
4. Other Reserves (Appropriations of Undivided Earnings)
5. Uninsured Secondary Capital (Low Income Designated Credits Unions Only)
6. Net Income (unless this amount is already included in Undivided Earnings)
7. TOTAL NET WORTH (Sum of items 1-6)

| Amount      | Acct Code |
|-------------|-----------|
| 141,427,557 | 940       |
| 21,091,228  | 931       |
| -           | 668       |
| -           | 658       |
| -           | 925       |
| 12,372,535  | 602       |
| 174,891,320 | 997       |

DENOMINATOR: TOTAL ASSETS

8. Total Assets (quarter-end)

|               |     |
|---------------|-----|
| 1,623,386,953 | 010 |
|---------------|-----|

Total Assets Elections (Optional)

Retain line 8 quarter-end total assets above as net worth ratio denominator, or select one of the total assets computation options below by inputting the result in the appropriate line item. Line 12 below will compute your net worth ratio using line 8 quarter-end total assets as your denominator unless you enter an amount in line 9, 10 or 11.

|   |  |      |
|---|--|------|
| 9. Average of Daily Assets over the calendar quarter                              |  | 010A |
| 10. Average of the three month-end balances over the calendar quarter             |  | 010B |
| 11. The average of the current and three preceding calendar quarter-end balances. |  | 010C |

12. Net Worth Ratio (Line 7 divided by line 8, 9, 10 or 11)

|        |      |
|--------|------|
| 10.77% | 998  |
| N/A    | 999  |
|        | 999A |

- 13a. Risk Based Net Worth (RBNW) Requirement (Standard Calculation) . . .

- b. Risk Based Net Worth (RBNW) Alternative Method under Section 702.17  
"Number represents a percentage (%)"

14. Net Worth Classification if credit union is not new. (Based upon Call Report data only. See instructions) . . . . .

|                  |     |
|------------------|-----|
| Well Capitalized | 700 |
|------------------|-----|

15. Net Worth Classification if credit union is a new credit union. New means credit union is less than \$10 million in assets and was chartered in the last 10 years. (Based upon Call Report data only. See instructions) . . . . .

|                  |     |
|------------------|-----|
| Well Capitalized | 701 |
|------------------|-----|

STANDARD COMPONENTS OF  
RISK BASED NET WORTH REQUIREMENT (RBNW)  
(AUTOMATED – NO INPUT NECESSARY)

Page 18

Credit Union Name: BETHPAGE

3.b

Federal Charter/Certificate Number: 4735

*This information below is provided only for your information. No credit union is required to provide input on this page. Information entered on preceding schedules will populate the line items below on the PC 5300 Automated System. Manual Call Report filers will also leave these items blank.*

*A RBNW Requirement is only applicable for those credit unions with assets greater than \$10,000,000 and a RBNW requirement greater than six percent.*

| A  | B              | C   | D              | E                           | F                  |
|--|----------------|---|----------------|-----------------------------|--------------------|
| Risk portfolio   | Dollar balance | Amount as percent of quarter-end total assets | Risk weighting | Amount times risk weighting | Standard component |
| Quarter-end total assets<br>(Acct_010)   | 1,623,386,953  | 100.0000%                                     |                |                             |                    |
| (a) Long-term real estate loans<br>(Acct_710 - Acct_718 - Acct_712)            | 375,392,952    | 23.1241%                                      |                |                             | 1.39%              |
| Threshold amount: 0 to 25%   |                | 23.1241%                                      | 0.06           | 1.3874%                     |                    |
| Excess amount: over 25%  |                | 0.0000%                                       | 0.14           | 0.0000%                     |                    |
| (b) MBLs outstanding   |                |   |                |                             |                    |
| Sched B line 3 (Acct_400)  | 1,019,669      | 0.0628%                                       |                |                             | 0.00%              |
| Threshold amount: 0 to 12.25%  |                | 0.0628%                                       | 0.06           | 0.0038%                     |                    |
| Excess amount: over 12.25%   |                | 0.0000%                                       | 0.14           | 0.0000%                     |                    |
| (c) Investments  |                |   |                |                             |                    |
| Weighted-average life:   | 595,668,386    | 36.6929%                                      |                |                             | 2.27%              |
| 0 to 1 year (Acct_799A)  | 231,963,959    | 14.2889%                                      | 0.03           | 0.4287%                     |                    |
| > 1 year to 3 years (Acct_799B)  | 243,059,885    | 14.9724%                                      | 0.06           | 0.8983%                     |                    |
| > 3 years to 10 years (Acct_799C)  | 110,896,427    | 6.8312%                                       | 0.12           | 0.8197%                     |                    |
| > 10 years (Acct_799D)   | 9,748,115      | 0.6005%                                       | 0.20           | 0.1201%                     |                    |
| (d) Low-risk assets<br>(Acct_730A + Acct_794)                                  | 17,348,508     | 1.0687%                                       | 0              |                             | 0.00%              |
| Sum of risk portfolios (a) through (d)<br>above                                | 989,429,515    | 60.9485%                                      |                |                             |                    |
| (e) Average-risk assets  |                |   |                |                             |                    |
| Assets, line 29 (Acct 010) less: Risk<br>portfolio items (a) through (d) above | 633,957,438    | 39.0515%                                      | 0.06           |                             | 2.34%              |
| (f) Loans sold with recourse   |                |   |                |                             |                    |
| Sched G, line 3.B (Acct 819)   | 0              | 0.0000%                                       | 0.06           |                             | 0.00%              |
| (g) Unused MBL commitments   |                |   |                |                             |                    |
| Sched G lines 1 A.,B, (Accts 814,<br>814A)                                     | 90,734         | 0.0056%                                       | 0.06           |                             | 0.00%              |
| (h) Allowance  |                |   |                |                             |                    |
| (Credit limited to 1.5% of loans)<br>Assets, line 23 (Acct 719)                | 5,211,024      | 0.3210%                                       | (1.00)         |                             | ( 0.32% )          |
| Sum of standard components:<br>RBNW requirement (Acct 999)                     |                |   |                |                             | 5.68%              |





## FPR Ratios - March 2003

Credit Union Name: **BETHPAGE** Federal Charter/Certificate Number: **04735**

| Line Item  | Mar 02   | Jun 02   | Sep 02   | Dec 02   | Mar 03   | PEER Avg. | Peer +/- |
|--|----------|----------|----------|----------|----------|-----------|----------|
| <b>Capital Adequacy:</b>                             |          |          |          |          |          |           |          |
| *Net Worth/Total Assets                              | 11.42    | 11.30    | 11.11    | 10.88    | 11.00    | 10.29     | 0.       |
| Total Delinquent Loans/Net Worth                     | 1.35     | 1.26     | 1.36     | 2.09     | 1.67     | 2.77      | -1.      |
| Solvency Evaluation (Estimated)                      | 113.12   | 112.93   | 112.69   | 112.51   | 112.17   | 112.17    | -0.      |
| Classified Assets (Estimated)/Net Worth              | 3.40     | 3.40     | 3.57     | 3.51     | 3.19     | 3.98      | -0.      |
| <b>Asset Quality:</b>                                |          |          |          |          |          |           |          |
| *Delinquent Loans/Total Loans                        | 0.29     | 0.25     | 0.28     | 0.40     | 0.32     | 0.47      | -0.      |
| *Net Charge-Offs/Average Loans                       | 0.34     | 0.32     | 0.28     | 0.27     | 0.37     | 0.48      | -0.      |
| Fair (Market) Value/Book Value (HTM Invest)          | 102.44   | 103.28   | 104.08   | 103.69   | 103.70   | 101.68    | 2.       |
| Accum Unreal G/L on AFS/Cost of AFS                  | 4.18     | 1371.02  | 1306.67  | 9.06     | 0.78     | 1.03      | -0.      |
| Delinquent Loans/Assets                              | 0.15     | 0.14     | 0.15     | 0.23     | 0.18     | 0.27      | -0.      |
| <b>Earnings:</b>                                     |          |          |          |          |          |           |          |
| *Return On Average Assets                            | 1.30     | 1.12     | 1.05     | 1.10     | 1.82     | 1.16      | 0.       |
| Gross Income/Average Assets                          | 6.44     | 6.41     | 6.33     | 6.30     | 6.06     | 6.10      | -0.      |
| Yield on Average Loans                               | 6.65     | 6.70     | 6.60     | 6.35     | 5.69     | 6.94      | -1.      |
| Yield on Average Investments                         | 5.35     | 5.31     | 5.19     | 5.18     | 4.37     | 2.79      | 1.       |
| Cost of Funds/Average Assets                         | 2.31     | 2.30     | 2.27     | 2.21     | 1.76     | 1.90      | -0.      |
| Net Margin/Average Assets                            | 4.13     | 4.12     | 4.05     | 4.09     | 4.29     | 4.20      | 0.       |
| Operating Expenses/Average Assets                    | 2.75     | 2.87     | 2.86     | 2.81     | 2.33     | 2.84      | -0.      |
| Provision for Loan & Lease Losses/Average Assets     | 0.19     | 0.19     | 0.18     | 0.18     | 0.16     | 0.26      | -0.      |
| Net Interest Margin/Average Assets                   | 3.58     | 3.59     | 3.53     | 3.47     | 3.25     | 3.19      | 0.       |
| Operating Expenses/Gross Income                      | 42.71    | 44.67    | 45.20    | 44.66    | 38.53    | 46.07     | -7.      |
| Fixed Assets & OREOS/Total Assets                    | 0.85     | 0.84     | 0.81     | 0.79     | 0.76     | 1.69      | -0.      |
| Net Operating Expenses/Average Assets                | 2.47     | 2.63     | 2.63     | 2.55     | 2.11     | 2.26      | -0.      |
| <b>Asset Liability Management:</b>                   |          |          |          |          |          |           |          |
| Net Long-Term Assets/Total Assets                    | 23.83    | 23.37    | 21.36    | 23.29    | 27.93    | 26.61     | 1.       |
| Regular Shares/Total Shares & Borrowings             | 21.10    | 21.06    | 20.78    | 20.76    | 21.52    | 28.60     | -7.      |
| Total Loans/Total Shares                             | 61.12    | 61.42    | 61.51    | 65.20    | 65.85    | 65.87     | -0.      |
| Total Loans/Total Assets                             | 53.56    | 53.99    | 54.15    | 57.09    | 57.63    | 56.96     | 0.       |
| Cash + Short-Term Investments/Assets                 | 15.81    | 14.88    | 16.63    | 15.23    | 14.54    | 19.21     | -4.      |
| Total Shares, Deposits and Borrowings/Earning Assets | 90.05    | 90.69    | 90.37    | 89.87    | 89.79    | 92.73     | -2.      |
| Reg Shares + Share Drafts/Total Shares & Borr        | 31.92    | 31.42    | 30.68    | 31.09    | 32.18    | 41.63     | -9.      |
| Borrowings/Total Shares and Net Worth**              | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     | 2.00      | -2.      |
| <b>Productivity:</b>                                 |          |          |          |          |          |           |          |
| Members/Potential Members                            | 48.60    | 47.29    | 47.11    | 47.59    | 27.43    | 49.56     | -22.1    |
| Borrowers/Members                                    | 43.21    | 43.27    | 43.28    | 43.49    | 42.97    | 56.78     | -13.8    |
| Members/Full-Time Employees                          | 411      | 408      | 407      | 390      | 387      | 399       | -1       |
| Average Shares per Member (\$)                       | \$10,876 | \$10,994 | \$11,079 | \$11,396 | \$11,746 | \$9,206   | \$ 254   |
| Average Loan Balance (\$)                            | \$15,384 | \$15,606 | \$15,745 | \$17,087 | \$17,999 | \$10,316  | \$ 768   |
| Salary and Benefits/Full-Time Employees (\$)         | \$68,350 | \$67,081 | \$66,166 | \$62,503 | \$63,503 | \$52,877  | \$ 1062  |
| <b>Other Ratios:</b>                                 |          |          |          |          |          |           |          |
| Net Worth Growth                                     | 11.31    | 9.91     | 9.72     | 10.40    | 25.61    | 12.18     | 13.4     |
| Market (Share) Growth                                | 28.75    | 21.97    | 20.73    | 20.71    | 20.89    | 22.35     | -1.4     |
| Loan Growth  | 33.19    | 25.36    | 23.30    | 30.10    | 25.06    | 5.25      | 19.8     |
| Asset Growth   | 26.63    | 20.19    | 19.25    | 20.21    | 21.14    | 22.26     | -1.1     |
| Investment Growth                                    | 21.89    | 13.68    | 15.90    | 9.62     | 15.85    | 56.75     | -40.9    |

## Quarterly Financial Performance Report - March 2003

Credit Union Name: **BETHPAGE**

Federal Charter/Certificate Number: **04735**

| Line Item                          | March 2002           |            | June 2002            |              | September 2002       |             | December 2002        |              | March 2003           |          |
|------------------------------------|----------------------|------------|----------------------|--------------|----------------------|-------------|----------------------|--------------|----------------------|----------|
|                                    | Amount               | % Chg      | Amount               | % Chg        | Amount               | % Chg       | Amount               | % Chg        | Amount               | % Chg    |
| <b>ASSETS:</b>                     |                      |            |                      |              |                      |             |                      |              |                      |          |
| Cash & Equivalents                 | 59,261,782           | 70.3       | 62,645,734           | 5.7          | 71,901,088           | 14.8        | 43,325,041           | -39.7        | 35,832,493           | -17      |
| Trading Securities                 | 0                    |            | 0                    |              | 0                    |             | 0                    |              | 0                    |          |
| Available for Sale Securities      | 20,842,622           | 22.7       | 885,630              | -95.8        | 849,969              | -4.0        | 10,972,249           | 1,190.9      | 118,064,045          | 976      |
| Held-to-Maturity Securities        | 474,854,805          | 0.3        | 504,362,579          | 6.2          | 508,627,806          | 0.8         | 515,085,930          | 1.3          | 435,580,066          | -15      |
| All Other Invest                   | 20,819,513           | 0.0        | 20,650,893           | -0.8         | 28,738,861           | 39.2        | 29,515,592           | 2.7          | 29,243,689           | -0       |
| Loans Held for Sale                | 0                    |            | 0                    |              | 0                    |             | 0                    |              | 0                    |          |
| Real Estate Loans                  | 502,166,835          | 11.9       | 521,842,436          | 3.9          | 539,770,523          | 3.4         | 617,017,622          | 14.3         | 661,252,024          | 7        |
| Unsecured Loans                    | 66,765,068           | -1.2       | 70,155,425           | 5.1          | 74,641,419           | 6.4         | 77,558,918           | 3.9          | 77,222,805           | -0       |
| Other Loans                        | 125,753,200          | 0.5        | 130,802,619          | 4.0          | 139,166,179          | 6.4         | 141,722,637          | 1.8          | 148,372,010          | 4        |
| <b>TOTAL LOANS</b>                 | <b>694,685,103</b>   | <b>8.3</b> | <b>722,800,480</b>   | <b>4.0</b>   | <b>753,578,121</b>   | <b>4.3</b>  | <b>836,299,177</b>   | <b>11.0</b>  | <b>886,846,839</b>   | <b>6</b> |
| (Allow. Ln & Lease Losses)         | ( 5,047,123 )        | 0.8        | ( 5,144,430 )        | 1.9          | ( 5,525,372 )        | 7.4         | ( 5,585,558 )        | 1.1          | ( 5,398,939 )        | -3       |
| Land & Building                    | 9,573,240            | 1.5        | 9,610,577            | 0.4          | 8,826,327            | -8.2        | 8,831,203            | 0.1          | 8,744,244            | -1       |
| Other Fixed Assets                 | 1,503,887            | -4.2       | 1,571,499            | 4.5          | 2,497,206            | 58.9        | 2,739,490            | 9.7          | 2,933,813            | 7        |
| NCUSIF Deposit                     | 8,753,025            | 0.0        | 9,391,280            | 7.3          | 9,439,549            | 0.5         | 10,719,388           | 13.6         | 11,379,701           | 6        |
| All Other Assets                   | 11,694,795           | -14.0      | 11,925,230           | 2.0          | 12,594,601           | 5.6         | 13,167,170           | 4.5          | 15,734,270           | 19       |
| <b>TOTAL ASSETS</b>                | <b>1,296,941,649</b> | <b>6.7</b> | <b>1,338,699,472</b> | <b>3.2</b>   | <b>1,391,528,156</b> | <b>3.9</b>  | <b>1,465,069,682</b> | <b>5.3</b>   | <b>1,538,960,221</b> | <b>5</b> |
| <b>LIABILITIES &amp; CAPITAL:</b>  |                      |            |                      |              |                      |             |                      |              |                      |          |
| Dividends Payable                  | 0                    |            | 0                    |              | 0                    |             | 0                    |              | 0                    |          |
| Notes & Int. Payable               | 0                    |            | 0                    |              | 0                    |             | 0                    |              | 0                    |          |
| Accruals & Other Liab.             | 11,319,832           | 5.3        | 9,768,295            | -13.7        | 10,874,618           | 11.3        | 27,961,920           | 157.1        | 28,176,256           | 0        |
| Uninsured Sec. Capital             | 0                    |            | 0                    |              | 0                    |             | 0                    |              | 0                    |          |
| <b>TOTAL LIABILITIES</b>           | <b>11,319,832</b>    | <b>5.3</b> | <b>9,768,295</b>     | <b>-13.7</b> | <b>10,874,618</b>    | <b>11.3</b> | <b>27,961,920</b>    | <b>157.1</b> | <b>28,176,256</b>    | <b>0</b> |
| Share Drafts                       | 123,066,230          | 9.9        | 121,958,319          | -0.9         | 121,227,254          | -0.6        | 132,162,838          | 9.0          | 143,546,400          | 8        |
| Regular Shares                     | 239,764,533          | 8.3        | 247,823,563          | 3.4          | 254,637,082          | 2.7         | 265,761,487          | 4.4          | 289,873,460          | 9        |
| All Other Shares & Deposits        | 773,717,409          | 6.4        | 807,020,314          | 4.3          | 849,329,286          | 5.2         | 882,056,927          | 3.9          | 913,407,743          | 3        |
| <b>Total Shares &amp; Deposits</b> | <b>1,136,548,172</b> | <b>7.2</b> | <b>1,176,802,196</b> | <b>3.5</b>   | <b>1,225,193,622</b> | <b>4.1</b>  | <b>1,279,981,252</b> | <b>4.5</b>   | <b>1,346,827,603</b> | <b>5</b> |
| Regular Reserve                    | 20,936,993           | 0.0        | 20,936,993           | 0.0          | 21,091,228           | 0.7         | 21,091,228           | 0.0          | 21,091,228           | 0        |
| Other Reserves                     | 836,317              | 15.8       | 825,425              | -1.3         | 789,545              | -4.3        | -5,392,275           | -783.0       | -5,392,162           | 0        |
| Undivided Earnings                 | 127,300,335          | 3.3        | 130,366,563          | 2.4          | 133,579,143          | 2.5         | 141,427,557          | 5.9          | 148,257,296          | 4        |
| <b>TOTAL EQUITY</b>                | <b>149,073,645</b>   | <b>2.9</b> | <b>152,128,981</b>   | <b>2.0</b>   | <b>155,459,916</b>   | <b>2.2</b>  | <b>157,126,510</b>   | <b>1.1</b>   | <b>163,956,362</b>   | <b>4</b> |
| <b>TOTAL LIAB. &amp; EQUITY</b>    | <b>1,296,941,649</b> | <b>6.7</b> | <b>1,338,699,472</b> | <b>3.2</b>   | <b>1,391,528,156</b> | <b>3.9</b>  | <b>1,465,069,682</b> | <b>5.3</b>   | <b>1,538,960,221</b> | <b>5</b> |
| <b>INCOME &amp; EXPENSE:</b>       |                      |            |                      |              |                      |             |                      |              |                      |          |
| Loan Income*                       | 44,413,352           | 2.9        | 45,679,944           | 2.9          | 45,951,170           | 0.6         | 46,811,499           | 1.9          | 48,971,392           | 4        |
| Investment Income*                 | 29,584,988           | -6.4       | 29,555,426           | -0.1         | 29,501,728           | -0.2        | 29,381,532           | -0.4         | 26,268,788           | -10      |
| Other Income*                      | 6,871,788            | 8.2        | 6,700,116            | -2.5         | 6,852,502            | 2.3         | 9,202,879            | 34.3         | 15,648,208           | 70       |
| Salaries & Benefits*               | 17,395,184           | 15.1       | 17,608,758           | 1.2          | 17,919,051           | 1.8         | 17,671,841           | -1.4         | 18,796,968           | 6        |
| Total Other Oper. Exp.*            | 17,141,176           | 13.3       | 18,993,620           | 10.8         | 19,281,997           | 1.5         | 17,537,663           | -9.0         | 16,226,648           | -7       |
| Non-Oper. Income (Exp.)*           | 1,367,532            |            | 684,732              | -49.9        | 467,292              | -31.8       | 5,272                | -98.9        | 303,796              | 5,662    |
| Prov. Loan/Lease Losses*           | 2,400,000            | 166.7      | 2,400,000            | 0.0          | 2,394,000            | -0.3        | 2,400,000            | 0.3          | 2,400,000            | 0        |
| Cost of Funds*                     | 28,990,680           | -23.1      | 29,330,074           | 1.2          | 29,580,381           | 0.9         | 30,445,710           | 2.9          | 26,449,612           | -13      |
| Net Income*                        | 16,310,620           | 33.1       | 14,287,766           | -12.4        | 13,597,262           | -4.8        | 17,345,968           | 27.6         | 27,318,956           | 57       |

March 2003

NCUA - FPR FINANCIAL HISTORY

\* Annualization factor: March = 4; June = 2; September = 1.33; December = 1 (or no annualizing)

## FPR Ratios - December 2002

Credit Union Name: **BETHPAGE** Federal Charter/Certificate Number: **04735**

| Line Item  | Dec 98   | Dec 99   | Dec 00   | Dec 01   | Dec 02   | PEER Avg. | Peer +/- |
|--|----------|----------|----------|----------|----------|-----------|----------|
| <b>Capital Adequacy:</b>                             |          |          |          |          |          |           |          |
| *Net Worth/Total Assets**                            | 11.86    | 12.58    | 12.70    | 11.86    | 10.89    | 10.56     | 0.0      |
| Total Delinquent Loans/Net Worth**                   | 1.99     | 1.36     | 1.13     | 1.41     | 2.09     | 3.13      | -1.0     |
| Solvency Evaluation (Estimated)                      | 113.92   | 114.20   | 114.77   | 113.66   | 112.51   | 112.56    | -0.0     |
| Classified Assets (Estimated)/Net Worth**            | 4.81     | 5.12     | 4.39     | 3.47     | 3.51     | 4.39      | -0.8     |
| <b>Asset Quality:</b>                                |          |          |          |          |          |           |          |
| *Delinquent Loans/Total Loans                        | 0.59     | 0.39     | 0.30     | 0.32     | 0.40     | 0.53      | -0.1     |
| *Net Charge-Offs/Average Loans                       | 0.83     | 0.34     | 0.30     | 0.30     | 0.27     | 0.44      | -0.1     |
| Fair (Market) Value/Book Value (HTM Invest)          | 101.93   | 99.46    | 101.62   | 103.75   | 103.69   | 101.97    | 1.7      |
| Accum Unreal G/L on AFS/Cost of AFS                  | 6.32     | -5.33    | 82.15    | 4.44     | 9.06     | 1.45      | 7.6      |
| Delinquent Loans/Assets                              | 0.24     | 0.17     | 0.14     | 0.17     | 0.23     | 0.31      | -0.0     |
| <b>Earnings:</b>                                     |          |          |          |          |          |           |          |
| *Return On Average Assets                            | 0.97     | 1.24     | 1.25     | 1.09     | 1.10     | 1.24      | -0.1     |
| Gross Income/Average Assets                          | 7.37     | 7.11     | 7.53     | 7.19     | 6.30     | 6.77      | -0.4     |
| Yield on Average Loans                               | 8.86     | 8.39     | 8.67     | 7.59     | 6.35     | 7.41      | -1.0     |
| Yield on Average Investments                         | 6.07     | 5.81     | 6.14     | 6.02     | 5.18     | 3.55      | 1.6      |
| Cost of Funds/Average Assets                         | 3.67     | 3.29     | 3.71     | 3.34     | 2.21     | 2.34      | -0.1     |
| Net Margin/Average Assets                            | 3.70     | 3.83     | 3.83     | 3.85     | 4.09     | 4.42      | -0.3     |
| Operating Expenses/Average Assets                    | 2.45     | 2.42     | 2.47     | 2.68     | 2.81     | 2.93      | -0.1     |
| Provision for Loan & Lease Losses/Average Assets     | 0.38     | 0.24     | 0.11     | 0.08     | 0.18     | 0.29      | -0.1     |
| Net Interest Margin/Average Assets                   | 3.34     | 3.42     | 3.39     | 3.29     | 3.47     | 3.41      | 0.0      |
| Operating Expenses/Gross Income                      | 33.21    | 33.96    | 32.72    | 37.28    | 44.66    | 42.86     | 1.8      |
| Fixed Assets & OREOS/Total Assets                    | 1.27     | 1.15     | 0.98     | 0.91     | 0.79     | 1.71      | -0.9     |
| Net Operating Expenses/Average Assets                | 2.27     | 2.24     | 2.30     | 2.44     | 2.55     | 2.32      | 0.2      |
| <b>Asset Liability Management:</b>                   |          |          |          |          |          |           |          |
| Net Long-Term Assets/Total Assets                    | 19.71    | 23.14    | 23.91    | 22.17    | 23.29    | 26.11     | -2.8     |
| Regular Shares/Total Shares & Borrowings             | 26.82    | 26.66    | 22.84    | 20.88    | 20.76    | 27.49     | -6.7     |
| Total Loans/Total Shares                             | 45.80    | 50.30    | 55.32    | 60.50    | 65.20    | 67.74     | -2.5     |
| Total Loans/Total Assets                             | 39.89    | 43.67    | 47.76    | 52.75    | 57.09    | 58.57     | -1.4     |
| Cash + Short-Term Investments/Assets                 | 27.49    | 23.09    | 23.01    | 14.70    | 15.23    | 18.23     | -3.0     |
| Total Shares, Deposits and Borrowings/Earning Assets | 89.53    | 90.03    | 88.98    | 89.90    | 89.87    | 92.68     | -2.8     |
| Reg Shares + Share Drafts/Total Shares & Borrs       | 38.44    | 37.98    | 34.78    | 31.44    | 31.09    | 40.13     | -9.0     |
| Borrowings/Total Shares and Net Worth**              | 0.00     | 0.00     | 0.00     | 0.00     | 0.00     | 1.85      | -1.85    |
| <b>Productivity:</b>                                 |          |          |          |          |          |           |          |
| Members/Potential Members                            | 47.08    | 47.26    | 47.96    | 48.13    | 47.59    | 51.28     | -3.68    |
| Borrowers/Members                                    | 49.51    | 46.69    | 46.37    | 46.82    | 43.49    | 57.92     | -14.43   |
| Members/Full-Time Employees                          | 403      | 439      | 422      | 405      | 390      | 396       | -6       |
| Average Shares per Member (\$)                       | \$9,120  | \$9,030  | \$9,398  | \$10,405 | \$11,396 | \$9,062   | \$2,334  |
| Average Loan Balance (\$)                            | \$8,437  | \$9,728  | \$11,210 | \$13,444 | \$17,087 | \$10,106  | \$6,981  |
| Salary and Benefits/Full-Time Employees (\$)         | \$53,181 | \$58,356 | \$54,610 | \$60,076 | \$62,503 | \$50,653  | \$11,849 |
| <b>Other Ratios:</b>                                 |          |          |          |          |          |           |          |
| Net Worth Growth                                     | 8.36     | 10.68    | 10.41    | 9.29     | 10.40    | 13.38     | -2.97    |
| Market (Share) Growth                                | 12.47    | 3.99     | 8.80     | 18.22    | 20.71    | 15.04     | 5.68     |
| Loan Growth  | 8.99     | 14.21    | 19.66    | 29.29    | 30.10    | 8.41      | 21.69    |
| Asset Growth   | 12.08    | 4.31     | 9.42     | 17.05    | 20.21    | 15.23     | 4.98     |
| Investment Growth                                    | 15.46    | -2.86    | 2.18     | 5.10     | 9.62     | 27.64     | -18.03   |

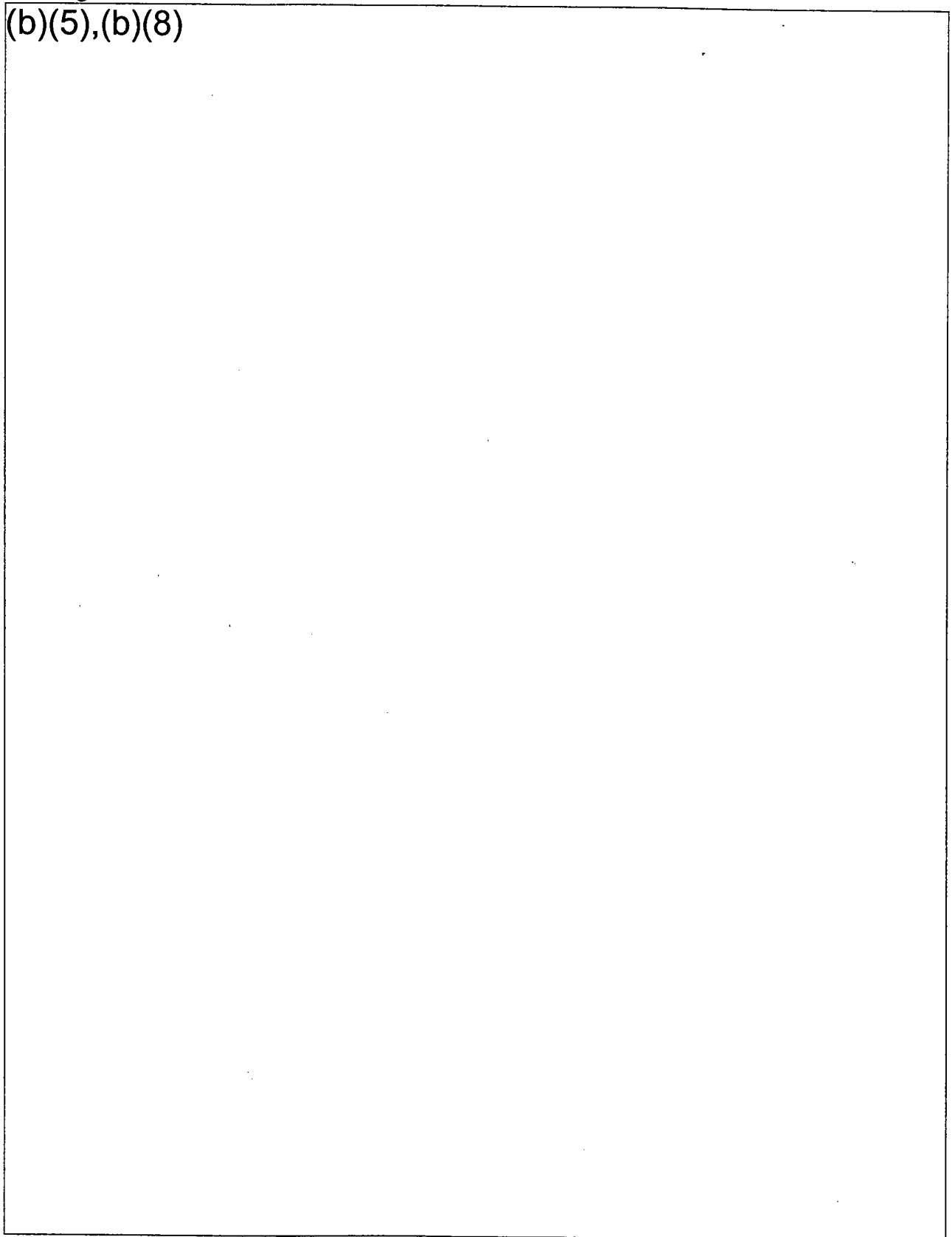
SENT VIA E-MAIL

I/TJD:td

TO: Region I Director, Mark A. Treichel  
THRU: Supervisory Examiner, Joseph F. Burns  
FROM: Principle Examiner, Thomas J. DeSantis  
SUBJECT: Bethpage FCU – Proposed Conversion to Community Charter  
DATE: July 2, 2003

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**RECOMMENDATION**

The revised forecast figures appear reasonable. The examiner does not have a reason to deny Bethpage FCU's request for a community charter conversion.





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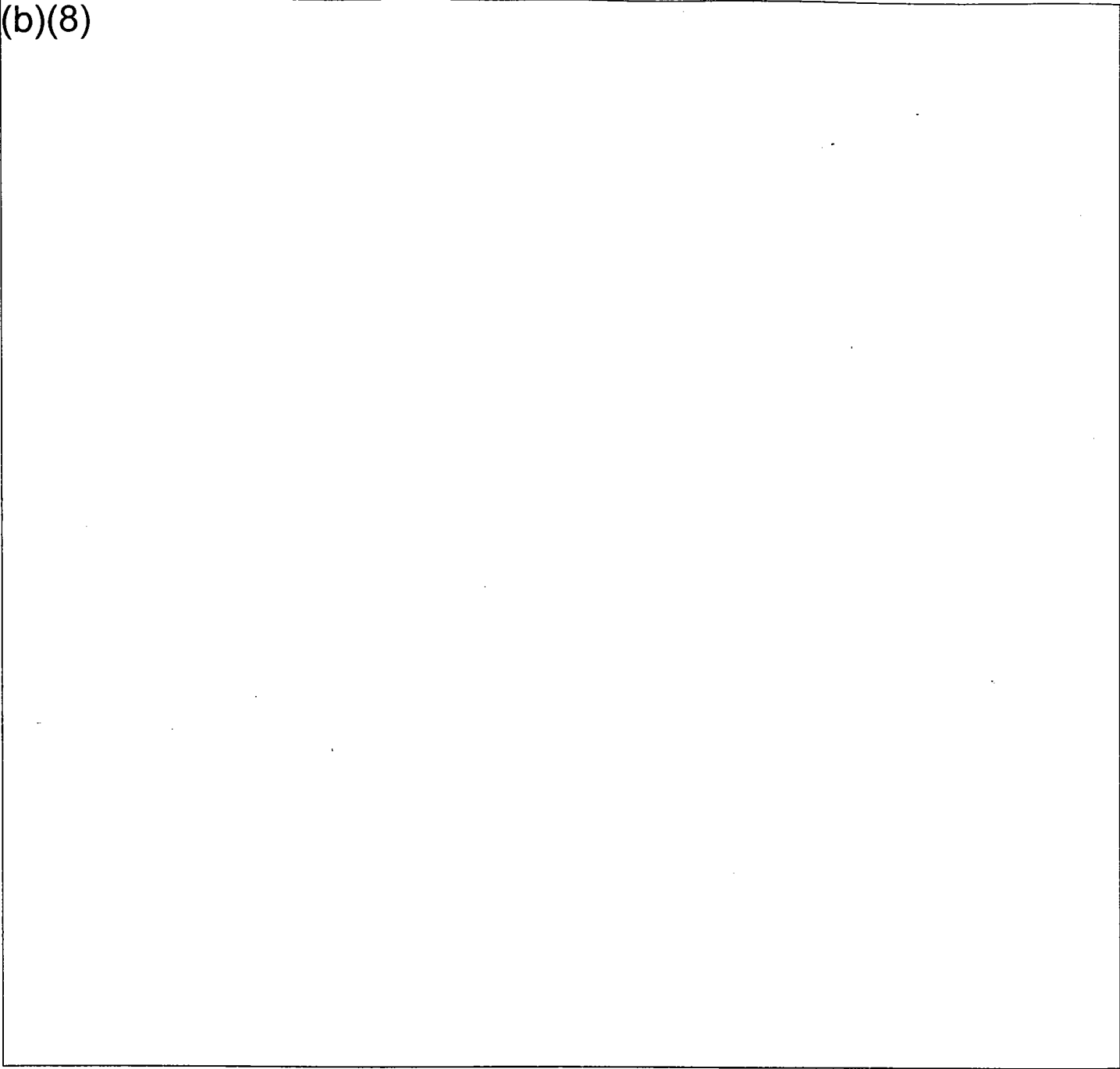
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## Key Ratios

|  | PEER RATIOS    |            |            |            |            |            |
|--|----------------|------------|------------|------------|------------|------------|
|  | Period Ending: | 12/31/2000 | 12/31/2001 | 12/31/2002 | 03/31/2003 | 12/31/2002 |
| <b>CAPITAL ADEQUACY RATIOS</b>   |                |            |            |            |            |            |
| 1. Net Worth / Total Assets (4)(6)   |                | 12.69%     | 11.85%     | 10.88%     | 11.00%     | 10.56%     |
| 2. Total Delinquent Loans / Net Worth (4)  |                | 1.13%      | 1.41%      | 2.09%      | 1.67%      | 3.13%      |
| 3. Solvency Evaluation (2)   |                | 114.77%    | 113.66%    | 112.51%    | 112.27%    | 112.56%    |
| 4. Impaired Assets / Net Worth (2,4)   |                | 4.39%      | 3.47%      | 3.51%      | 2.43%      | 4.07%      |
| <b>ASSET QUALITY RATIOS</b>  |                |            |            |            |            |            |
| 5. Delinquent Loans / Loans  |                | 0.30%      | 0.32%      | 0.40%      | 0.32%      | 0.53%      |
| 6. Net Charge Offs / Average Loans (5)   |                | 0.30%      | 0.30%      | 0.27%      | 0.27%      | 0.44%      |
| 7. Fair Value / Amortized Cost<br>(for investments held to maturity)   |                | 101.62%    | 103.75%    | 103.69%    | 103.70%    | 101.97%    |
| 8. Accumulated Unrealized Gains or Losses on<br>Available for Sale Securities (+ debits - credits) /<br>Amortized Cost of Investments Available for Sale |                | 82.15%     | 4.44%      | 9.06%      | 0.78%      | 1.45%      |
| 9. Delinquent Loans / Assets   |                | 0.14%      | 0.17%      | 0.23%      | 0.18%      | 0.31%      |
| <b>EARNINGS RATIOS</b>   |                |            |            |            |            |            |
| 10. Return on Average Assets (1)   |                | 1.25%      | 1.09%      | 1.10%      | 1.82%      | 1.24%      |
| 11. Gross Income / Average Assets (1)  |                | 7.53%      | 7.19%      | 6.30%      | 6.06%      | 6.77%      |
| 12. Yield on Average Loans (1)   |                | 8.67%      | 7.59%      | 6.35%      | 5.69%      | 7.41%      |
| 13. Yield on Average Investments (1)   |                | 6.14%      | 6.02%      | 5.18%      | 4.37%      | 3.55%      |
| 14. Cost of Funds / Average Assets (1)   |                | 3.71%      | 3.34%      | 2.21%      | 1.76%      | 2.34%      |
| 15. Net Margin / Average Assets (1)  |                | 3.83%      | 3.85%      | 4.09%      | 4.29%      | 4.42%      |
| 16. Operating Expenses / Average Assets (1)  |                | 2.47%      | 2.68%      | 2.81%      | 2.33%      | 2.93%      |
| 17. Provision for Loan Losses / Average Assets (1)   |                | 0.11%      | 0.08%      | 0.18%      | 0.16%      | 0.29%      |
| 18. Net Interest Margin / Average Assets (1)   |                | 3.39%      | 3.29%      | 3.47%      | 3.25%      | 3.41%      |
| 19. Operating Expenses / Gross Income  |                | 32.72%     | 37.28%     | 44.66%     | 38.53%     | 42.86%     |
| 20. Fixed Assets + OREOs / Assets  |                | 0.98%      | 0.91%      | 0.79%      | 0.76%      | 1.71%      |
| 21. Net Operating Expenses / Average Assets (1)  |                | 2.30%      | 2.44%      | 2.55%      | 2.11%      | 2.32%      |
| <b>ASSET / LIABILITY MANAGEMENT RATIOS</b>   |                |            |            |            |            |            |
| 22. Net Long-Term Assets / Assets  |                | 23.91%     | 22.17%     | 23.29%     | 27.93%     | 26.11%     |
| 23. Regular Shares / Total Shares & Borrowing  |                | 22.84%     | 20.88%     | 20.76%     | 21.52%     | 27.49%     |
| 24. Total Loans / Total Shares   |                | 55.32%     | 60.50%     | 65.20%     | 65.85%     | 67.74%     |
| 25. Total Loans / Total Assets   |                | 47.76%     | 52.75%     | 57.09%     | 57.63%     | 58.57%     |
| 26. Cash + Short-Term Investments / Assets (3)   |                | 23.01%     | 14.70%     | 15.23%     | 14.54%     | 18.23%     |
| 27. Total Shares, Deposits, and<br>Borrowings / Earning Assets   |                | 88.98%     | 89.90%     | 89.87%     | 89.79%     | 92.68%     |
| 28. Reg Shares + Share Drafts/Total Shares and<br>Borrowings   |                | 34.78%     | 31.44%     | 31.09%     | 32.18%     | 40.13%     |
| 29. Borrowings/ Total Shares and Net Worth (4)   |                | 0.00%      | 0.00%      | 0.00%      | 0.00%      | 1.84%      |
| <b>OTHER RATIOS</b>  |                |            |            |            |            |            |
| 30. Market (Share) Growth (1)  |                | 8.80%      | 18.22%     | 20.71%     | 20.89%     | 15.04%     |
| 31. Net Worth Growth (1)   |                | 10.41%     | 9.29%      | 10.40%     | 25.61%     | 13.38%     |
| 32. Loan Growth (1)  |                | 19.66%     | 29.29%     | 30.10%     | 25.06%     | 8.41%      |
| 33. Asset Growth (1)   |                | 9.42%      | 17.05%     | 20.21%     | 21.14%     | 15.23%     |
| 34. Investment Growth (1)  |                | 2.18%      | 5.10%      | 9.62%      | 15.85%     | 27.64%     |

(1) Exam date ratios are annualized. (2) Prior year ratios are based on estimates. (3) This ratio relies on the maturity distribution of investments reported per 5300 instructions. Thus, the maturity distribution could be based on the repricing interval and not the actual maturity of the investment. The exam date ratio is calculated consistent with prior years. (4) For all years prior to 2000, net worth includes donated equity, which is not a regulatory component of net worth. (5) Exam Date ratio: Net Charge Offs is YTD Net Losses plus (Average Monthly Net Losses from the prior year, multiplied by the number of months needed to equal a 12 month period). Example: If the exam date is 3/31/2001, the net charge off ratio for the exam date is: (YTD Net Losses) + (Average Monthly Net Losses for the year 2000, multiplied by 9). This is necessary to calculate 12 months worth of charge-offs with the available examination data. (6) The most recent Net Worth Ratio reflects the calculation method chosen by the credit union per the most recent call report.

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**SENT VIA E-MAIL**

**TO:** Regional Director Mark A. Treichel  
Region I

**FROM:** Director David M. Marquis  
Office of Examination and Insurance

**SUBJ:** Community Charter Conversion – Bethpage FCU  
Population: 2,676,750

**DATE:** August 26, 2003

We reviewed the package in support of Bethpage Federal Credit Union's request to convert to a community charter serving the residents of Long Island, New York, including Nassau County and western Suffolk County (the towns of Babylon, Smithtown, Islip, Brookhaven, Riverhead, and Southold and the Poospatuck Reservation). The proposed new community has an estimated population of 2,676,750.

Because the proposed community is a multiple political jurisdiction exceeding 500,000, NCUA Board approval is required with E&I and GC concurrence. Based on the information submitted, the proposed community expansion meets the requirements of IRPS 03-1 and presents no safety and soundness concerns. Therefore, we concur with your request to approve the credit union's request.

Bethpage FCU is a multiple common bond originally formed to serve employees of the Grumman Corporation in Bethpage, New York. The credit union has expanded its field of membership over the years and serves over 150 select groups. In addition, the credit union added three underserved areas in November 2002 (all in the proposed community) with a potential membership of 34,111. The credit union currently serves 117,257 of its 410,000 members for a penetration rate of 28.60 percent.

## Evidence the Proposed Area is a Community

For purposes of this summary, the proposed community will be referred to as Long Island (Long Island is comprised of Nassau and Suffolk Counties). While a portion of Suffolk County has been excluded, it only excludes three towns (at the tip of Long Island) for a combined population of 77,163 representing only 2.8 percent of Long Island's population.

The credit union's independent evidence and the regional summary provided sufficient information to demonstrate that Nassau and Suffolk Counties (with the exception of East Hampton Town, Shelter Island Town, and Southampton Town in Suffolk County) are a community. The community is accessible to all area residents through roadways including Interstate 495 and State Roads 25 and 27. Long Island also has a commuter railway called the Long Island Rail Road (LIRR). The LIRR serves an average of 290,000 passengers every workday and connects Nassau and Suffolk Counties facilitating interaction.

A significant source of interaction in the community is through employment. Of the persons residing in the community area, 1.3 million are job commuters. Seventy seven percent commute to either Nassau or Suffolk County. While the majority of individuals work in their county of residence, 8.03 percent of Nassau residents work in Suffolk County and 13.56 percent of Suffolk County residents work in Nassau County supporting cross county interaction.

There are two major shopping hubs in the area. One is Roosevelt Field Mall located in Garden City (Nassau County) and the other is Tanger Factory Outlet mall located in Riverhead (Suffolk County). While these shopping hubs are almost 60 miles apart, they attract shoppers from both Nassau and Suffolk Counties providing evidence that residents from both counties travel throughout Long Island for their shopping needs.

The community area is home to several institutions of higher learning including Long Island University and the New York Institute of Technology. Forty five and forty two percent respectively of the attendees are from Nassau and Suffolk Counties. There are numerous organizations, community events, and entertainment venues which facilitate interaction among residents. Additionally, there is one major daily newspaper, *Newsday*. Eighty four percent of the subscribers are from the community. Overall, sufficient evidence was provided demonstrating that community residents interact or have common interests.

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## RATIO SUMMARY

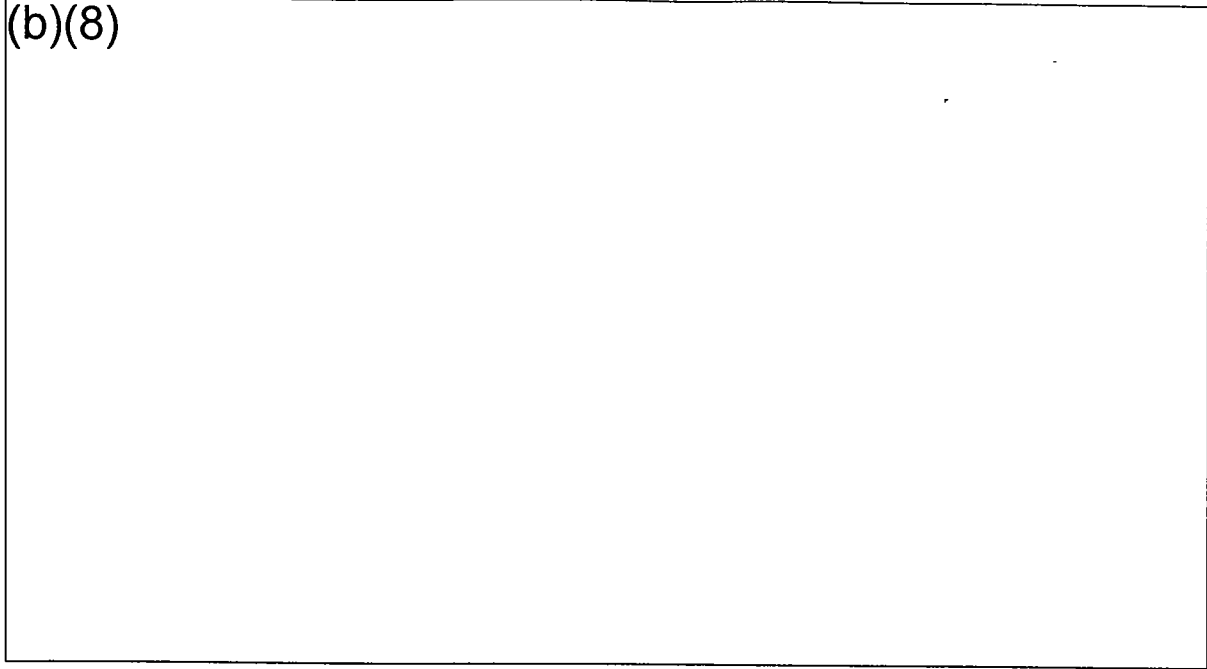
Assets: \$1.6 Billion

| Key Ratios                  | FCU Ratio<br>as of<br>MAR 03<br>(%) | National<br>Average<br>(%) | Plus or<br>Minus (%) |
|-----------------------------|-------------------------------------|----------------------------|----------------------|
| Net Worth                   | 11.00                               | 10.29                      | 0.71                 |
| Delinquency                 | .32                                 | .47                        | -0.15                |
| Net C/O's                   | .37                                 | .48                        | -0.11                |
| Return on Average<br>Assets | 1.82                                | 1.16                       | 0.66                 |

As of March 31, 2003, the FCU's net worth ratio was 11.00 percent and compares favorably to the national average of 10.29 percent. The credit union

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If you have any questions, please contact Program Officer Lynn Markgraf of my staff.

cc: Executive Director  
NCUA Board Assistants  
General Counsel  
Insurance Analyst Robert Leonard

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National Credit Union Administration

GC/RMM:bhs  
03-0805

TO: Mark A. Treichel, Region I Director

FROM: Sheila A. Albin, Associate General Counsel *SA*

SUBJ: Community Charter Conversion of Bethpage Federal Credit Union

DATE: August 27, 2003

You have asked us to review your draft Board Action Memorandum (BAM), Regional Summary, and attachments, regarding Bethpage Federal Credit Union's request to convert to a community charter. The proposed community charter's population exceeds your delegated authority. Thus, only the NCUA Board has the authority to act on this request. We concur with your decision to approve the conversion and the proposed field of membership.

Bethpage Federal Credit Union was chartered in 1941 as Grumman Employees Plant #2 to serve the employees of Grumman Plant #2 in Bethpage, New York. Because of sponsor downsizing, the credit union began adding select groups in 1989. As a result of select group additions and also three mergers, it now serves approximately 156 select groups. The credit union serves nine select groups located outside the proposed community. The credit union does not believe the loss of these groups will have a negative impact on the financial stability of the credit union. Its current field of membership also includes three underserved areas, within Hempstead, Central Islip, and Brentwood, all in the proposed community, with a total of 34,111 residents. The credit union currently has assets of approximately \$1.62 billion and a penetration rate of approximately 28.6%.

Bethpage Federal Credit Union is requesting to expand its community charter to serve persons who live, work, worship, volunteer, or attend school in, and businesses and other legal entities located in Nassau County, New York, and the following portions of Suffolk County, New York: the Town of Huntington, the Town of Babylon, the Town of Smithtown, the Town of Islip, the Town of Brookhaven, the Poospatuck Reservation, the Town of Riverhead, and the Town of Southold. The proposed community includes all of Suffolk County, but for the Town of Southampton, the Town of East Hampton, and the Town of Shelter Island. The proposed community is approximately 20 miles from north to south and 75 miles from east to west with the following boundaries: the Long Island Sound on the North; Shelter Island and the Hamptons on the east; the Atlantic Ocean on the south; and the Queens County line on the west. The proposed community has approximately 2.68 million residents. The approximate population of Nassau County is 1,334,544, and of the above Suffolk County municipalities is 1,342,206. You have determined that the proposed community charter has clearly defined geographic



boundaries and meets the local community charter requirements of NCUA's Chartering and Field of Membership Manual (Chartering Manual). NCUA Interpretive Ruling and Policy Statement (IRPS) 03-1.

The Regional Summary demonstrates that the proposed charter expansion meets the requirements for a local community charter. First, there are clearly defined geographic boundaries, namely, nine contiguous political jurisdictions, including one county, seven towns, and one Native American reservation. Second, the evidence submitted includes information regarding: transportation data, including traffic flows on local roadways and local bus and railroad service; common media outlets, including local television and radio stations and a major newspaper; shopping patterns and hubs, including two major malls; local government and business organizations that address uniform economic, environmental, political, and social planning for the proposed area; local employment data; a main local airport; local colleges and universities; local entertainment, sports teams, and arenas; and local charities, community service organizations, and clubs. All of these factors together demonstrate that the proposed community charter meets the requirement of being a well-defined area where individuals have common interests and/or interact. Chartering Manual, p. 2-42. The fact that this is a geographically distinct area and the existence of collaborative efforts of the bi-county local governments and businesses present compelling evidence that the proposed area is a local community.

In summary, the credit union proposes to have as its community Long Island, New York, but excluding the resort communities on the east end of the island in Suffolk County. The Regional Summary demonstrates that the two counties of Nassau and Suffolk are identified as Long Island, New York and provides ample evidence that Long Island is recognized as a distinct community in terms of private and government planning, organization, and services. The portion of Suffolk County excluded from the proposed community represents less than 3% of the total population of Long Island. Our view is that, in these circumstances, the credit union may serve a smaller portion of the larger community, which it has established as meeting the requirements of being a local community, for the strategic use of its resources.

We note that the financial statements appear adequate and defer to your office and the Office of Examination and Insurance on this issue. We also defer to your office on whether the proposed community charter is economically viable.

The charter conversion application addresses the issue of providing service to the entire local community. The credit union offers a full range of share products, loan services, and electronic service delivery options, including a website, computer banking, automated phone services, and toll-free phone access. The credit union also offers financial planning, credit counseling, free checking accounts, small business deposit services and lending products, a no-annual fee visa, vehicle loans, no-cost ATMs and debit cards, risk-based lending, and investment services.

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cc: Executive Director  
Board Assistants  
Director, Office of Examination and Insurance  
Region I Director of Insurance