

Regular Public Meeting of the Englewood Cliffs Planning Board
Minutes
December 12, 2013

The Regular Meeting of the Englewood Cliffs Planning Board was called to order by Mr. Daniel Dooly at 7:30 PM.

Present at Roll Call:

Mr. Dooly
Mr. Chinman
Mr. Kim, 1st Alternate
Mr. Surace, 3rd Alternate
Mr. Kim, 4th Alternate
Councilwoman Simon

Absent:

Mr. Fehre
Mrs. Rosenberg
Mr. Trovato
Mr. Kilmartin
Mr. Nikow
Mr. Duffy, 2nd Alternate
Mayor J. Parisi, Jr.

Also Present:

Bernard Mirandi, PE, of Boswell Engineering, the Borough's consulting engineer
Kate Walsh, Esq., of Kates Nussman Rapone Ellis & Farhi, the Board's attorney.

Public notice of this meeting has been given in compliance with the Open Public Meeting Law by advertisement in The Record, The Star Ledger, and posting of notice on the municipal building bulletin board at 482 Hudson Terrace.

Flag Salute led by: Mr. Dooly

The minutes of November 14, 2013 meetings motioned by Mr. Chinman seconded by Mr. Kiky Kim were approved by voice vote.

Councilwoman Simon addressed the board that due to her not being re-elected for her council seat this would be her last meeting. She stated that she has sat on the board for approx. 10 years and enjoyed her time. She also wanted the members to know that she appreciated all of them and the work that they do. She wished everyone on the board and the audience Happy Holidays.

Old Business:

**Application #R-011 - Site Plan Approval w/Height, Side Yard & Circular Driveway Variances
Shin Residence -114 Pershing Road – Block 609 - Lot 4**

Mr. Kates, Board Attorney, read the resolution which is incorporated herein as though fully stated and made a part hereof. Mr. Kiky Kim made a motion to adopt this resolution, seconded by Mr. Surace. The Mr. Dooly asked for a roll-call vote; Ms. Kates stated that these members were eligible to vote: D. Dooly, Kiky Kim, V. Surace and Sean Kim they each voted to adopt this Resolution; it was unanimous.

New Business

Approval of 2014 Meeting Calendar –

Mr. Dooly asked for a motion to approve the calendar. Motion was made by Mr. Chinman, seconded by Mr. Surace. This motion was approved by roll-call vote. 5 Ayes (Mr. Dooly, Mr. Chinman, Mr. Kiky Kim, Mr. Surace, & Mr. Sean Kim), No Nays, No Abstentions.

Application #223K – Site Plan Approval w/Variances
Investors Bank – 19 Sylvan Avenue – Block 134 – Lot 2

See attached transcripts from Donna Lynn J. Arnold, C.C.R., Computerized Transcription Services.

A motion to close the public portion and adjourn the meeting at 9:42 pm was made by Mr. Chinman, seconded by Mr. Surace, and carried unanimously by voice vote.

Respectfully submitted



Caterina Scancarella
Planning Board Administrative Secretary

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PLANNING BOARD
ENGLEWOOD CLIFFS
COUNTY OF BERGEN

APPLICATION #223K
SITE PLAN APPROVAL WITH VARIANCES
INVESTORS BANK
19 SYLVAN AVENUE, BLOCK 134, LOT 2
-----X----- VOLUME 1

Council Chambers
10 Kahn Terrace
Englewood Cliffs, New Jersey
Commencing 7:30 p.m.

B E F O R E :

JEFF CHINMAN
DANIEL DOOLY, CHAIRMAN
STEVEN DUFFY, 2ND ALTERNATE, absent
BLWIN FERRE, absent
RONALD KILMARTIN, absent
JILL ROSENBERG, absent
VINCENT SURACE, 3RD ALTERNATE
SEAN SEUNG KIM, 4TH ALTERNATE
KIKY KIM, 1ST ALTERNATE
MATTHEW TROTATO, absent

MICHAEL B. KATES, ESQ., BOARD ATTORNEY
ANDREW NIKOW, absent
MAYOR PARISI, JR., absent
CATHY SCANCARELLA, BOARD SECRETARY
MELANIE SIMON, COUNCILWOMAN, excused
BERNIE MIRANDI, BOROUGH ENGINEER

A P P E A R A N C E :

ALAMPI & DeMARRIS, ESQS.
BY: CARMINE R. ALAMPI, ESQ.
C/o University Plaza, Suite 404
Hackensack, New Jersey 07601
Attorneys for the Applicant

DONNE LYNN J. ARNOLD, C.C.R.
Computerized Transcription Services
(201) 666-3190

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(Agenda)

CHAIRMAN DOOLY: Roll call.

MS. SCANCARELLA: Chairman Ferre is absent. Jill Rosenberg is absent.

Mr. Dooly.

CHAIRMAN DOOLY: Here.

MS. SCANCARELLA: Mr. Chinman.

MR. CHINMAN: Here.

MS. SCANCARELLA: Mr. Trotato is absent.

Mr. Kilmartin is absent. Mr. Nikow is absent.

Councilwoman Simon.

COUNCILWOMAN SIMON: Here.

MS. SCANCARELLA: Mayor Parisi is absent.

Kiki Kim.

MR. K. KIM: Here.

MS. SCANCARELLA: Mr. Duffy is absent.

Mr. Surace.

MR. SURACE: Here.

MS. SCANCARELLA: And, Mr. Sean Kim.

MR. S. KIM: Here.

MS. SCANCARELLA: Okay. We have five members. So, we have a quorum.

CHAIRMAN DOOLY: Flag Salute.

(Flag Salute)

CHAIRMAN DOOLY: It should be noted the

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Councilwoman does not sit. Otherwise, I'm sure she would.

COUNCILWOMAN SIMON: Yes, I would. Thank you. All of you.

(Agenda)

CHAIRMAN DOOLY: All right. New business.

Application 223K, site plan approval with variances, Investors Bank, 19 Sylvan Avenue, Block 134, Lot 2.

MR. KATES: Mr. Alampi, good evening.

MR. ALAMPI: Hello. How are you?

MR. KATES: Before we get into the merits of the presentation, of the application, I wanted to talk to the Board, in public, about the fact that this is a bank application, essentially a local bank. And, we've been through this exercise before. And, even with Commerce Bank. Mr. Alampi was counsel for that particular applicant as well.

And, it is, it is clear that there is a local bank of some interest because there are a number of persons who may have stock in the local bank. And, I wanted to say to the Board Members that that, in and of itself, doesn't present a conflict of interest for you to have an objective approach to the application before you.

1 However, I think we should air it to a certain
2 extent. And, I say that because Mr. Alampi and his
3 client are entitled to a Board that is totally
4 objective and not in any way in conflict of interest
5 based upon an ownership interest in another bank.

6 It presumes that two local banks, in close
7 proximity, in the same town, are competitive. And, I
8 don't think that that is necessarily the case.

9 However, in your own mind, to whatever extent
10 you think there is a conflict, I think it should be
11 aired out.

12 Now -- so, I would ask each of you whether,
13 whether you have an interest in any other bank and
14 whether, to that extent, you have a problem arising on
15 this case.

16 So, I would ask, Jeff and Dan and Winnie and
17 Mike and Sean whether that is the case.

18 Do any of you have an interest?

19 MR. CHINMAN: I don't have a direct
20 interest but I have family members who have an
21 interest in it.

22 MR. KATES: Now, does that interest rise
23 to the level of significant ownership interest?

24 MR. CHINMAN: No.

25 MR. KATES: Does it rise to the level of

1 an officership in a bank?

2 MR. CHINMAN: No.

3 MR. KATES: It's an employment position?

4 MR. CHINMAN: No.

5 MR. KATES: No?

6 MR. CHINMAN: No.

7 MR. KATES: It's just a stock ownership.

8 MR. CHINMAN: Stock owner. Yes, a small.

9 MR. KATES: The case law says that, just
10 because you own mobile stock doesn't mean you can't
11 sit on a Mobile Energy gas application. It's really a
12 matter of real interest.

13 And, I didn't have the opportunity to say that
14 when the Commerce Bank application was before the
15 Zoning Board sometime ago. But, I have that
16 opportunity to today.

17 Do you feel compromised --

18 MR. CHINMAN: No.

19 MR. KATES: -- by that interest?

20 MR. CHINMAN: No.

21 MR. KATES: Is it a family member that has
22 that interest?

23 MR. CHINMAN: Yes.

24 MR. KATES: A spouse.

25 MR. CHINMAN: Spouse.

1 MR. KATES: And, is the interest
2 significant or insignificant?

3 MR. CHINMAN: I guess it depends on -- I
4 mean, it's not significant. I mean.

5 MR. KATES: All right. Anybody else have
6 an interest at all in a bank, local bank?

7 CHAIRMAN DOOLY: Yes, I do.

8 MR. KATES: Is it something that you feel
9 compromises your objectivity in hearing this
10 application?

11 CHAIRMAN DOOLY: No. It's a minor
12 position.

13 MR. KATES: Okay. It's not an employment
14 position.

15 CHAIRMAN DOOLY: No, stock.

16 MR. KATES: It's not an officership. It's
17 the ownership of some stock?

18 CHAIRMAN DOOLY: Yes, that's it.

19 MR. SURACE: Yes, same way.

20 MR. KATES: You feel you could sit
21 objectively without being compromised in any way?

22 MR. SURACE: Yes.

23 MR. KATES: Mr. Alampi, do you have any
24 questions of the Board with respect to this?

25 MR. ALAMPI: Well, I'm not going to

1 indicate that ownership interest in, in the bank does
2 not mean there isn't some question of conflict.

3 I, I am not concerned myself. It's a common
4 practice that people in the community will have an
5 opportunity to purchase shares of a minor nature in a
6 local bank.

7 I, for example, own stock holding in the Bank of
8 New Jersey. The Bank of North Jersey, which is now
9 Connect One in Englewood Cliffs, is a very prominent
10 bank in Englewood Cliffs. It's not a surprise that a
11 lot of business people would take the opportunity.

12 If it's simply stock ownership of a very minor
13 nature, I don't think you would be disqualified.

14 MR. KATES: I think that's what we heard
15 tonight.

16 MR. ALAMPI: I think so. Mr. Kates, as
17 you know, the case law keeps stretching the concept of
18 conflict of interest. Both Mr. Kates and I have had
19 the sad experience of ruling on these issues, that the
20 court keeps stretching the rubber band to the
21 appearance of conflict.

22 We thought we had eliminated this concept of the
23 appearance of impropriety or an appearance of a
24 conflict but now it's back.

25 Having said that, and I'm saying that for the

1 record, I don't know when a court will decide because
2 they keep stretching the concept of a conflict.

3 But, I, I think that -- I'm not surprised that
4 various members of the Board or the municipality,
5 different people would have interest in Bank of New
6 Jersey, Connecticut One or any of the local banks.

7 MR. KATES: I appreciate that.

8 Now, the other issue is, as you see arranged in
9 front of you are five members. And, we are having
10 these proceedings transcribed on the understanding,
11 and you correct me if I'm wrong, that we want to give
12 the applicant the opportunity to have a fuller array
13 of Board Members ready to vote on the application.

14 So, that the transcript will be prepared and
15 circulated to those members who are absent tonight so
16 that they can bring themselves up to speed, certify,
17 they have read the transcript. And, when this case
18 continues next month presumably, we'll have perhaps
19 letter findings.

20 MR. ALAMPI: I have a number of witnesses.
21 And, unfortunately, my engineering witness is
22 conflicted tonight and would not be available until
23 the January meeting.

24 So, I did not expect to conclude this evening.

25 I did call for the court reporter to make a

1 transcript. And, I would expect this would be a two
2 meeting process, in any event, due to our scheduling
3 issues.

4 MR. KATES: So, it works out.

5 MR. ALAMPI: It works out just as well.

6 Recognizing there are only five members and the
7 Board has given us a courtesy of allowing us, at the
8 time that the presentation concludes, to have a full
9 compliment of witnesses.

10 And, yes, we certainly would take advantage of
11 that opportunity by not bringing this to a vote
12 tonight, ordering the transcript and this way, when a
13 full compliment of members are available in January,
14 we can complete the testimony and hopefully will come
15 to a conclusion.

16 MR. KATES: That's good. The Board
17 sitting tonight is a single Board but as a Zoning
18 Board meaning that the Mayor and the Council Member
19 and the Municipal Officer do not sit.

20 This is the zoning function because it's a use
21 variance involved. That also means that Mr. Alampi is
22 required to have an affirmative vote of five or a
23 weighted majority, a two-thirds majority of the full
24 Board in order for the use variance to be adopted.

25 So, for all of those reasons, it's a good thing

1 that we're carrying the, the meeting with an
2 opportunity for a larger Board to participate.

3 Having said that, are you ready to proceed?

4 MR. ALAMPI: We are.

5 Let me first state it's a pleasure to be back
6 here in Englewood Cliffs.

7 This an application requesting a permission to
8 develop the site for a free-standing bank with a
9 drive-thru facility.

10 The plan would call for demolition of the
11 existing Victorian house and garage on the site and
12 replace it with the new building that would have a
13 drive-thru feature as such. It's a one story
14 building.

15 Before I go too far, I also would like to
16 represent to the Board that we have provided notice to
17 the public by publication in the newspaper and by
18 certified mailing to property owners within 200 feet.
19 We have received proof of the same. We filed with
20 your Board secretary and we also filed an Affidavit of
21 Service.

22 MR. KATES: We confirmed that and the
23 forms are in order. And, you may proceed.

24 MR. ALAMPI: Thank you.

25 According to the notice that we provided, I

1 would just highlight for you the variances that are
2 implicated.

3 Most importantly, this is the B-3 zone. The B-3
4 is what you called the boutique zone. It's a retail
5 zone. It's a commercial zone. But, it's called the
6 boutique zone because it favors smaller gauged type of
7 retail facilities.

8 The bank is not permitted in this zone. And,
9 certainly a bank with a drive-thru is even more so not
10 permitted in the zone.

11 In your ordinances, you do allow for banks. You
12 allow them in the other commercial zones. And, in one
13 particular zone, the B-4, you allow banks with a
14 drive-thru. But, they are not permitted in this
15 particular zone.

16 So, the main thrust of the application is a use
17 variance both for the bank itself and the bank with
18 the drive-thru.

19 In addition to that, the property is just over
20 18,000 square feet.

21 And, you have a little quirk in your ordinance
22 which says that, in this zone, the maximum lot size is
23 10,000 square feet. And, normally we have ordinances
24 that say the minimum size lot is 10,000 feet.

25 But, in, in the Englewood Cliffs, in this zone,

1 the maximum size lot is 10,000 feet.

2 There's a reason for that. The municipality
3 does not want to see a developer acquire five or six
4 properties, put them together and try to develop a
5 shopping center in that district. They don't want to
6 see 60,000 square feet with a 15,000 square foot
7 retail.

8 That's not the case here. We are 18,000 square
9 feet but that's the existing perimeter or existing
10 boundaries of the property and has been for maybe 85
11 or 90 years.

12 So, there's been no aggravation of the land.
13 There's been no effort to increase the size of the
14 property.

15 I think you all know the property. It's 19
16 Sylvan Avenue. It has a white house with a graceful
17 porch. It houses a bridal shop.

18 Somehow or another, I've been associated with
19 that property, professionally, as a zoning attorney,
20 as a land use attorney, maybe five or six times.

21 The earliest I can remember is more than 25
22 years ago that I secured the approvals to allow that
23 entire building to be used as retail. It had
24 previously been used as professional offices. And,
25 that was granted way back in the 1980s when I was just

1 a young lawyer and knew slightly more than what I know
2 today.

3 But, in any event, I did make other applications
4 and the most recent time that I represented the owner
5 of that property was about three years ago where we
6 had an application before this Board, the Zoning
7 Board. At the time you had a planning and zoning
8 board. We had an application for that property where
9 the current owner of the property wanted to demolish
10 the structure and he wanted to build a two level mixed
11 use. It was a much larger building that he proposed
12 and there were significant issues that differ from
13 this application.

14 The first level was going to be retail. The
15 second level was going to be office. I believe it was
16 over 9,000 square feet of combined space. It also had
17 a full basement. And it did not have the required
18 parking.

19 So, besides the deficiency of the buffer
20 requirement between commercial and residential
21 properties, it was -- it had a parking insufficiency.
22 It had a bigger footprint. It was a two-story
23 building.

24 This application calls for a one story building.
25 Although it has a dome effect in the middle of the

1 roof line, it's a one story building.

2 The building is only 3,200 square feet total.
3 There is no basement so there will be no hidden space
4 or storage space or additional space that contributes
5 to the parking. It's on a slab.

6 And, it does have the drive-thru feature.

7 But, as we calculate the square footage of the
8 building and the use, based on your on-site parking
9 ordinance, we believe that we have the correct number
10 of parking spaces on-site. So, we're not asking for
11 deviation from the number of parking spaces.

12 But, of course, we do request variances that
13 pertain to the setback because the property is going
14 to be bordered with a buffer but it's not going to
15 meet your ordinance requirement of separation between
16 commercial and residential properties.

17 And, we'll get into that during the application.

18 And, the parking spaces themselves are
19 positioned where some of the parking goes into the
20 side yard or rear yard setback. But, the parking
21 itself is sufficient.

22 The aisle widths appear to be sufficient. And,
23 of course, the drive-thru facility itself is
24 positioned in a way that we believe is most safe, most
25 efficient and allows us to queue the vehicles and

1 doing their transactions in a safe manner.

2 But, again, the primary thrust is the bank, the
3 use itself, the bank with the drive-thru more so and
4 the 18,000 square foot parcel that's in existing
5 condition.

6 We're going to call several witnesses. We have
7 a civil engineer who is the lead witness but he's not
8 here this evening. He will be here in January.

9 We have an architect, we have a traffic
10 consultant and we have a planning consultant. We have
11 a landscape architect. We have the operations people.

12 Tonight I expect to get through the
13 architectural testimony and the architect will at
14 least make reference to the engineering site plan.
15 I'd like to mark it in for identification.

16 We will lay an affirmative foundation for the
17 details of the testimony when the engineer testifies.
18 But, I would like to just get the back drop of the
19 engineering plan and position of the building so the
20 architect's testimony makes sense to you.

21 After we finish with the architect, I'll call
22 the operations person. And, after we do that, we do
23 have our planning consultant here but it doesn't make
24 sense for the planner to give a full summary until the
25 engineering details have been presented under oath.

1 I have our traffic consultant here. But, we
2 just received several comment letters from your Police
3 Department and Fire Department. And, I am not quite
4 sure that we're fully prepared to complete his
5 testimony. We may just highlight his testimony and
6 then have the opportunity to review the comment
7 letters.

8 I think it was only yesterday or the day before,
9 when we received the report from your Police Chief,
10 who incorporated a further more detailed report from
11 Deputy Chief McMorrow, I believe, and we have also a
12 report from the Fire Department.

13 Kathy, I don't think we have any other reports,
14 do we?

15 MR. SCANCARELLA: No, those were the only
16 two.

17 MR. KATES: How about Mr. Mirandi's
18 report.

19 MR. ALAMPI: Yes. I'm sorry. Of course
20 we have the report from Brian Mirandi.

21 MR. KATES: Bernie.

22 MR. MIRANDI: Close enough.

23 MR. ALAMPI: From Mr. Mirandi, at Boswell
24 Engineering.

25 I do wish to report to you that, when the

1 application was filed, it was then presented to the
2 technical review committee. And, it was deemed
3 complete for purposes of public hearing.

4 So, I've given you an overview. We've been
5 deemed complete.

6 I would like to bring our architect forward.

7 MR. KATES: Okay. Could I swear in the
8 witness, please.

9 Would you raise your right hand, sir.

10 THE WITNESS: Yes.

11 MR. KATES: Do you swear that the
12 testimony that you are about to give this Board shall
13 be the truth, so help you God.

14 THE WITNESS: Yes.

15 MR. KATES: Please identify yourself for
16 the record, your name and business address.

17 THE WITNESS: It is Mark A. Haas. And, I
18 work at ---

19 MR. KATES: Spell your last name, please.

20 THE WITNESS: H A A S.

21 MR. KATES: And, your firm?

22 THE WITNESS: It's Haas Associates. And,
23 I work at 111 Howard Boulevard, C-200, Mount
24 Arlington, New Jersey.

25 MR. KATES: Your witness, Mr. Alampi.

M. A. Haas - Direct - Mr. Alampi 19

1 MR. ALAMPI: One correction I did neglect.

2 We do have sign details and we may be calling
3 the sign designer also for the details of the signage
4 in January.

5 With that...

6 DIRECT EXAMINATION BY MR. ALAMPI:

7 Q Mark, would you very briefly give the
8 Board the benefit of your educational and professional
9 background as well as the licenses that you hold.

10 A Sure. I'm the President of Haas
11 Associates. I have a Bachelor of Architecture degree
12 from New York Institute of Technology. I'm licensed
13 to practice architecture in New Jersey, New York and
14 Pennsylvania. I'm a member of the AIA, Institute of
15 Architects.

16 I have completed over 2,000 projects throughout
17 the tri-state area. I specialize in working with
18 financial institutions.

19 I've been before many Planning Boards throughout
20 the State of New Jersey.

21 And, I have worked for Investors Bank since
22 1992.

23 Q And, Mark, you have your New Jersey
24 license number which is on your seal?

25 A Yes.

M. A. Haas - Direct - Mr. Alampi 20

1 Q Can you read it?

2 A Yes.

3 Q Because I can't.

4 A You can't. It is 10:41.

5 Q And, Mark, your license and your status is
6 still in good standing?

7 A Yes.

8 Q And, you've been qualified as an expert
9 witness in architecture and design before many Zoning
10 Boards, Planning Boards?

11 A Throughout the State of New Jersey, all
12 over.

13 Q You have not testified in Englewood Cliffs
14 before?

15 A No, not in Englewood Cliffs.

16 MR. ALAMPI: Mr. Chairman, will you accept
17 the credentials of Mr. Haas as an architectural
18 witness?

19 CHAIRMAN DOOLY: Yes.

20 MR. ALAMPI: Thank you.

21 Q Mark, why don't you give us an orientation
22 with the building in any way, you're comfortable.

23 First, we'll mark your plans we submitted.

24 A Sure.

25 Q What is it, a three sheet set of plans?

M. A. Haas - Direct - Mr. Alampi 21

1 A Yes.

2 Q So, we'll mark them collectively as A-1.

3 A All of them, all three?

4 Q Yes, A-1.

5 MR. KATES: SK-1, SK-2, SK-3.

6 THE WITNESS: Correct.

7 MR. KATES: A-1 collectively, will be fine.

8 Q Tell us, please, the date and the last

9 revision date of your plans.

10 A The date is 8/1/13 on all three.

11 And, then I just have a site plan which you also

12 have. It's from Peter Korren.

13 Q Well, what we're going to do --

14 A To give a reference of where it sits.

15 Q -- since you brought that, why don't we

16 mark that as well as A-2.

17 A Okay.

18 Q This is a colored version of the site

19 plan?

20 A Yeah. It's Peter's drawing.

21 MR. KATES: What's the date, please.

22 THE WITNESS: His date is 12/10, 2013.

23 MR. KATES: No revisions.

24 THE WITNESS: No revisions.

25 Q 12/10?

M. A. Haas - Direct - Mr. Alampi 22

1 A 12/10.

2 Q That was two days ago.

3 A That's what it has on there.

4 Q That's okay. We're marking it.

5 A It's a colored rendered layout and

6 dimension plan.

7 MR. ALAMPI: Mr. Kates, I'll lay the

8 foundation for that when the witness comes forward and

9 double check.

10 MR. KATES: Yes. We're just marking it.

11 MR. ALAMPI: I believe A-2, is just marked

12 for identification, is a colored version that was

13 prepared for exhibit tonight which is the, without

14 changes, to what was already filed. But, we'll

15 authenticate that at the appropriate time.

16 Q So, we're going to do this in reverse

17 then.

18 Use the engineering site plan?

19 A Yes, just as I talk and go through, I just

20 wanted to show them exactly.

21 Q Put it up for a second. I'm going to ask

22 you a few questions.

23 A Sure.

24 Q Now, Mark, we understand that this exhibit

25 was prepared by the site engineer but you collaborated

M. A. Haas - Direct - Mr. Alampi 23

1 with the engineer, did you not?

2 A Correct. Yes.

3 Q In preparing your architectural plans, you

4 worked off this site plan with regard to the position

5 of the building on the site, things of that nature?

6 A Correct. Yes.

7 Q As well as the footprint of the grading

8 and things of that nature?

9 A Correct.

10 Q Well, just very briefly, without giving us

11 engineering details, orientate the Board and the

12 public to the site and to the location of the building

13 and the location of the drive-thru.

14 A Sure. This is Sylvan Avenue. This is

15 Irving. The building is located closest to the corner

16 of Sylvan and Irving. It allows us to put the parking

17 in the back.

18 As you come around this site, on the side

19 opposite Irving is a two lane drive-up. This drive-up

20 lane would be for a drive-up ATM and night drop.

21 And, I use that as dual use because normally in

22 a free-standing building I use three drive-up lanes.

23 And, I'll have a, strictly an ATM night drop lane and

24 two overhead tubes. Here we don't have that.

25 So, here, what we did, we put the ATM and night

M. A. Haas - Direct - Mr. Alampi 24

1 drop and plus an overhead tube. So, it's a dual use

2 lane. Then I have an overhead tube in the second

3 lane. The third lane is a bypass out to Sylvan.

4 Q Now, you have experience in designing

5 free-standing structures for bank buildings and such?

6 A Thousands.

7 Q Thousands of buildings?

8 A Yes.

9 Q And, so let's just dwell upon the

10 drive-thru for a moment.

11 You indicated that the first lane, closest to

12 the building would have a dual use?

13 A Yes.

14 Q What do you mean by that?

15 A It has an overhead tube so that a teller

16 actually can work the drive lane plus it has a

17 drive-up ATM.

18 Normally, in the bank, I like to keep the ATM

19 separate because I'm down to two lanes instead of

20 three. We put it as a dual use. So, the second lane

21 would be open all the time.

22 The first lane would be open. It just starts to

23 become a backup or an overflow and then we'll use the

24 first lane for a drive-up tube also.

25 Q And, then you provided yet a third lane

1 Which is what we call a pass-thru lane?
 2 A Yes. That allows the traffic from
 3 parking. Right now they can exit onto Irving or they
 4 can go out on Sylvan.
 5 Q And, this pass-thru lane will always be
 6 open to vehicles so that they can continuously
 7 circulate on-site?
 8 A Yes. Yes.
 9 Q There would be no function in that third
 10 lane other than as a pass-thru lane?
 11 A Correct.
 12 Q And, let's concentrate more now on the
 13 building itself and its position.
 14 Would you just tell us what the setback is, how
 15 far the building is set back from the property line.
 16 And, if you can tell from the right of way, you
 17 can give us that distinction as well.
 18 A The building is setback from 5 foot 4 feet
 19 but the canopy is probably only a couple feet from the
 20 front yard. And, it's 20 feet off the side property
 21 line on Irving.
 22 Q And, the site drawing shows the property
 23 lines but it also seems to extend, in green color, and
 24 the aprons and the sidewalk seems to extend beyond the
 25 property line?

1 A Correct.
 2 Q Is there a generous area of right-of-way
 3 between the property line and the curb line?
 4 A Yes.
 5 Q Could you give us a sense of the width of
 6 that?
 7 I don't know if you have a scale with you.
 8 A I don't have a scale but this looks like
 9 to be about 8 feet here. This looks to be about 10
 10 feet here.
 11 Q All right. Mark, when you're saying here,
 12 the record wouldn't know what you're saying.
 13 A I'm sorry. It's about 10 feet on Sylvan
 14 Ave. and about 8 feet, 7 feet on Irving.
 15 Q And, that's where the existing curb line
 16 is today?
 17 A Yes.
 18 Q That you're referring to?
 19 A Yes.
 20 Q And, the area that, do you want to call
 21 that pink? Is that the color?
 22 A Yeah. This is the actual building
 23 footprint.
 24 Q And, what is the footprint of the
 25 building?

1 A 3,240 square feet.
 2 Q Does that include the canopy area --
 3 A No.
 4 Q -- as well?
 5 A No. No. It's just -- the brown areas,
 6 these are extensions. These are canopies at the front
 7 and rear entranceway. And, this is the drive-up.
 8 Q So, there's no floor there. It's just
 9 like an overhead, like a marquis?
 10 A Correct. Yes.
 11 Q And with the, with the drive-thru, the
 12 brown configuration, that's just a roof over the
 13 machines?
 14 A For the ATM, yes.
 15 Q Okay. We can go then to your exhibits.
 16 Is there anything else on A-2 that you would
 17 like to emphasize in order to lay the foundation of
 18 your architectural testimony?
 19 A Not really, not at this time. Let me
 20 just...
 21 Q Okay. And, while you have that up,
 22 there's no basement in this building?
 23 A Correct. Slab on ground.
 24 FEMALE SPEAKER: Could you angle it a
 25 little bit so the audience can see the drawings.

1 MR. ALAMPI: What you have to do, Mark,
 2 is, you have to stand back a little bit, pull the
 3 other exhibit.
 4 THE WITNESS: Can you see?
 5 MR. ALAMPI: Just a little bit.
 6 CHAIRMAN DOOLY: Is that all right, ma'am?
 7 FEMALE SPEAKER: Thank you. Thank you
 8 very much.
 9 MR. ALAMPI: We don't have you hide too
 10 far back. Because, we want the mike to pick you up.
 11 Donna, you can hear him, can't you?
 12 THE REPORTER: Yes.
 13 Q All right. Mark, now we have marked
 14 collectively four three sheets, exhibit of your
 15 architectural plan. You have mounted them on a hard
 16 board for tonight's presentation.
 17 Correct?
 18 A Yes.
 19 Q Okay. Just bring us through which one
 20 you're starting with.
 21 A I'd like to just, excuse me, talk about
 22 the rendering for just a moment.
 23 Q We didn't mark that, Mark. We're going to
 24 mark that now, A-3.
 25 And, that's a rendering?

1 Yes.

2 Q And, for the record, I'll ask you, that's

3 a colored rendering?

4 A Yes. I have, also have some handouts.

5 Q You do?

6 A It has some pictures and some interior

7 shots of some of the branches that we have done.

8 Q Then why don't we mark that? We'll mark

9 it as A-4.

10 How many?

11 A I only have four. I have four sets.

12 Q How many are there in the group?

13 A Six.

14 Q Six?

15 A I'll just mark them all A-4.

16 I thought I would just hand them out. It's a

17 little easier.

18 Q Yeah. We're going to have to have you

19 authenticate them and then you can hand them to the

20 Board.

21 A All right.

22 Q Mark, you just brought to our attention

23 that you have a colored rendering that you would like

24 to discuss. And, we marked it as A-3.

25 You're marking as A-4 what appears to be six

1 computer generated photo images?

2 A The're digital photos of previous

3 Investors Bank projects to help you visualize and give

4 you an idea of what we're trying to accomplish.

5 Q So, explain to us how did you create these

6 images, how did you go about them, what did the images

7 show and then we'll hand it to the Board.

8 A All right. The first, the first three

9 pictures are, this was a project in Point Pleasant

10 that we finished. This is a project in Lndhurst we

11 just finished. This is another shot of the project in

12 Lndhurst that we just finished, the same job from a

13 different angle.

14 And, these are some interior shots, to kind of

15 give you a feel. Pictures are nice. I can talk about

16 it all day long but pictures really give you a better

17 feel for it.

18 And, because this is prototype and we rebranded

19 Investors about five years ago, we changed their whole

20 look from the outside to the inside to the way the

21 bank functions, the whole nine yards, the way they do

22 business. So, this will help show you a little bit of

23 what we tried to accomplish.

24 So, there's some interior shots showing the

25 community wall and the platform area and the tellers

1 area just to...

2 Q Mark, just a few questions.

3 A Sure.

4 Q Are you personally familiar with the

5 facility in Point Pleasant?

6 A Absolutely. Yes.

7 Q And, are you familiar with the facility in

8 Lndhurst?

9 A Yes.

10 Q And, can you represent to the Board that

11 these images accurately reflect those structures an

12 those two locations?

13 A Absolutely.

14 Q And, can you represent to the Board that

15 what you envision and the image you're projecting for

16 this site will be very similar or the same?

17 A Almost identical.

18 Q Almost identical?

19 A Sure.

20 Q And, then the other three photos and the

21 remaining three are interiors of those same buildings?

22 A Yes.

23 Q And, will the interior layout of your

24 plans match these photos?

25 A Very similar, yes.

1 Q Okay. I think you can hand them up to the

2 Board and then we'll let you testify from them.

3 Now, Mark, start with your rendering we just

4 marked as A-3, color rendering. If you want to hold

5 it up, show it to the Board and tell us what the

6 purpose of this image is.

7 A Sure. This is, this is, this is a very

8 good inclination of what the project is going to look

9 like. This is actually what the elevation will look

10 like on Sullivan Avenue.

11 It's a very similar -- what we've done is we've

12 created a nice fenestration with brick. We have a

13 cast stone base, cast stone above the windows. You

14 see a lot of windows. It's all clear glass. It's for

15 marketing purposes, for the branch.

16 We have a cast stone top. We have created a

17 nice window well looking down into the branch.

18 There's a dome that's about halfway back, set

19 back on the building.

20 And, basically what you see on this rendering,

21 what you see on these drawings is exactly what you're

22 going to get.

23 The HVAC has been conveniently hidden, tucked in

24 behind there so you won't see anything.

25 The architecture, it appears, the cast stone and

1 detailing, the fenestration wraps 360 around the
 2 building. So, there is no back to the building.
 3 We are working with a lot of tight sites and
 4 different sites. So, it makes it nice and easy for
 5 us.
 6 So, there's fenestration, detailing. Everything
 7 is the same all the way around the branch.
 8 Q What is the --
 9 A -- there is no real back.
 10 Q What is the length of the building?
 11 A It's about 72 feet 4 inches. And, it is
 12 47 foot 8 inches wide.
 13 Q Okay.
 14 A I just wanted to point this out. I mean,
 15 what you see is exactly what you are going to end up
 16 with. You're not going to see any roof vents. You're
 17 not going to see any exhaust fans. This is exactly --
 18 we have hidden everything.
 19 And, the detailing, it's clear glass and
 20 everything. It's a very clean look, allows investors
 21 to market very well.
 22 The signage, we actually designed the signage.
 23 It sits on the curbed, curbed entrance canopy. So, we
 24 have a sign here and a sign here. It's about 2
 25 percent of the whole facade. And, it's an LED. Sign.

1 It's very passive, very relaxed. It's not a bright
 2 sign like you see on most banks.
 3 In the back one, we have did the same thing in
 4 Lyndhurst. We had the same residential. It's the
 5 same sign but it's just going to be non illuminated.
 6 Q Well, the sign on Sylvan you say is LED?
 7 A Yes.
 8 Q But, the sign to the rear facing the
 9 residential has no illumination?
 10 A Correct.
 11 Q And, there's a monument sign that's
 12 contemplated on the site plan?
 13 A Yes. That's a rendering of another site.
 14 Our, our monument sign is going to be right here
 15 on the corner of Irving and Sylvan.
 16 Q So, there would be a monument sign but
 17 it's not in that position?
 18 A Correct.
 19 Q It's on the corner closer to Irving?
 20 A Correct.
 21 Q Could you just show us again where it
 22 would be?
 23 A We're looking to put a monument sign on
 24 the corner here, that's this rectangular.
 25 Q So, it won't interfere with the existing

1 vehicles by the drive-thru?
 2 A Correct.
 3 Q With that in mind, I'd like you, when you
 4 go into your details of your plan, to talk about how
 5 you've taken the mechanicals, equipment and such and
 6 hidden them from view and what impact it has with
 7 regard to noises and such that emanate from the
 8 equipment.
 9 A This is, again, the elevation that
 10 represents that place on Sylvan Avenue. This is the
 11 side elevation facing Irving.
 12 Right behind this is a parapet wall. Right in
 13 there is the HVAC unit. OK, again everything is
 14 hidden.
 15 And, if you look at the rear elevation, this is
 16 the rear elevation, the same fenestration, same look,
 17 same esthetics as the front, just a couple less
 18 windows. And, this is the drive-up elevation. We
 19 have the drive-up ATM and night drop within a bezel
 20 and two overhead tubes.
 21 So, you can see how the architecture wraps
 22 around. And, this is what you see with the parapet
 23 walls, the lines, the fences. This is exactly what's
 24 going to be there when I finish.
 25 You're not going to have any knowledge of what's

1 on the roof. There's an actual parapet wall that
 2 actually is a rectangle about 3 feet wider than the
 3 HVAC unit on all sides and, it's actually sunk down in
 4 there and it's a very nice clean look.
 5 Q We'll talk about that in a moment.
 6 The building itself, what is the height of the
 7 building?
 8 A Well, the body of the building is only 16
 9 feet 10 inches. The main body of the building is 16
 10 feet 10. You come up here, at the entranceway it's 17
 11 feet 8. The only place it's 25 foot is at the very
 12 tip of that dome area, that's it.
 13 Q So, at the apex of the dome, it's 25 feet?
 14 A Correct.
 15 Q The majority of the building is just over
 16 16 feet?
 17 A 16 feet 10?
 18 Q 17 feet let's say.
 19 A All right.
 20 Q And, with that, the reason for the lobby
 21 area to be taller is both because you want to create
 22 an image of the lobby and because of the equipment
 23 being recessed and sunk into the apex.
 24 A It was just part of the whole design and
 25 technique. And, I'll talk about that in a minute --

1 Q Okay.

2 A -- when I walk you guys through.

3 What we did is, when we started working with

4 investors on rebranding them, we went into how we

5 could market better, how we could get more windows on

6 the elevations but keep it so it's esthetically

7 pleasing.

8 We came up with this design which is really open

9 on the front and the sides. It all was everybody to

10 see into the branch. They can market.

11 I have a lot of lighting and details in the

12 branch that are lit on night lights so it's a very

13 nice effect, especially during the night.

14 The branch is a little different than you

15 probably have been in before.

16 We have created a dual entranceway. It's very

17 convenient.

18 Q Mark, just for the record, as you're

19 flipping through your boards, they're all collectively

20 A-1. Just identify -- for example, now you're

21 referring to the floor plan.

22 Correct?

23 A Yes.

24 Q It's SK-1?

25 A SK-1.

1 Q So, just if I interrupt you, be patient.

2 But, as we go to each sheet, I want the record to

3 reflect that.

4 A Sure.

5 Q You are now exhibiting the floor plan?

6 A Yes.

7 Q Go ahead.

8 A What we've done is try to make it very

9 convenient for the customers and also have a nice look

10 on both sides of the building. So, what we've done is

11 created an access through the branch. So when

12 customers park in the back, it's easy access. People

13 walking along the street, it's easy access into the

14 branch.

15 If you look at those pictures that I handed,

16 there's a community wall right here, a waiting area.

17 And, that's the area, what typically investors would

18 do, they'll market and put kind of a poster of some,

19 some historical fact of Englewood Cliffs or whatever

20 town they're going in on this community wall.

21 Another thing you'll notice is, a lot of times

22 you go into a branch bank, you walk, bang, right into

23 the teller counter. That's not the philosophy of

24 investors. We want you to walk through the branch,

25 walk to the other side. It's kind of like going to

1 get milk in the grocery store. You make everybody

2 walk through, hopefully they pick up other things

3 along the way.

4 And, what it does is allows investors to market

5 to everybody that comes into the branch.

6 So, what we have done is, we have taken the

7 teller counter, instead of having it next to the

8 entranceway. We've made it, put it all the way on the

9 other side so people have to actually walk through the

10 branch.

11 The other thing you'll notice that's very

12 different is, there is no drive-up window. Drive-up

13 windows are kind of becoming passe in the banking

14 industry.

15 What we do is a drive up ATM and night drop.

16 And, what we do is, take it, to be more efficient,

17 instead of having a teller and a drive-up window and

18 then have your tellers out here, we actually take the

19 tubes and bring it to the first teller. So, she'll

20 work the two tubes. But, if the tubes aren't busy,

21 she can overflow and help in the lobby if the lobby

22 gets busy. So, it's a two for one.

23 And, then we also cut down, a lot of branches

24 have six, eight tellers, which is ridiculous. We cut

25 it down to four, sometimes three. But, here we have

1 four.

2 The other thing you'll notice is that we don't

3 have a vault. A lot of times you go into the bank,

4 you want to see this big vault, vault door, safe

5 deposit, cash. What we do is, we store our money in

6 port-a-vaults. So, we have portable cash for the bank

7 in the ATM room and now we have a port-a-vault back

8 here for safe deposit boxes.

9 Investors haven't gone all the way yet. But,

10 it's designed to be a self service bank. A couple of

11 my other clients, I have self service safety deposit

12 boxes. You don't have to talk to the teller. You

13 just go in, use key. You open it, close it and leave.

14 Here it's still designed for a teller to come

15 over but I'm hoping eventually to get rid of this door

16 in self service.

17 But for now it's -- so, what we have is two

18 port-a-vaults, you come in, you get the community

19 wall, you come back here, you have safety deposit box.

20 You have a conference room up front. You have four

21 platform positions over here.

22 Along the front, this is Elyan.

23 Q What do you mean platform positions?

24 A Basically people that create business, car

25 loans, house mortgages, whatever, they're out there.

Q Are these semi private offices?

A It's assistance furniture. It's not private offices.

The only private office is the manager's office. If they're going to talk about something, someone wants more privacy, they take them to the conference room up front.

Basically, the customer would walk through, for the most part, come over here to the teller. Instead of offices, by having them out here, they can go meet, greet, talk, say hi, engage if the customer.

The manager has an office. The manager is out a lot selling but, they have a private office. And, if someone wants to talk about something, they have the privacy in the conference room.

And, then we have a very small lunchroom, an ADA toilet. It's a copy/fax area that's shared by everybody and it's filing and a server room.

So, it's, it's convenient. It's an efficient layout. And, it allows the customer and the bank to interact with each other so it's a little different than normal.

Q We're going to have the operations person after you.

A Sure.

Q But, since you have designed so many of these and this in particular, given your direction from investors, how many employees are contemplated in this area during the high shift?

A Six to seven. A lot of times they'll have a couple temporary tellers that come and go.

And, so, I have four or five desks, a manager and probably two tellers.

Q And, then, once again, one of the tellers will actually handle, from inside, the window activity -- the drive-thru activity?

A Yes, there's no drive-up plans.

Q How far away is that teller from the, I guess, from the drive-thru facility?

A It's 10 feet, 20 feet.

Q Is there anything by camera?

A What they have is, they have digital CCTV cameras now. And, they have digital audio.

So, years ago, I used to use a system that wasn't digital. It was horrible. The pictures were horrible and now they have come out with some very nice, actually large, they are starting to use some 10 inch color monitors.

And, the audio is very, very crisp and clear.

So, it's a very nice system now. So, people aren't

afraid to use it.

People years ago, about 10, 12 years ago weren't very happy with it now. I do it for PNC. I do it for investors. It's caught on.

Q And, just take us through again, on the other side of the vestibule, you used the term port-a-vault --

A Port-a-vault.

Q Port-a-vaults?

A Yeah. It's like a refrigerator size vault. It's a TL30 vault. And, this one will actually house safety deposit boxes, in stacks of about 200. This will have the teller, teller lockers and safe for the actual cash in the bank.

Q But, there wouldn't be too much cash because you don't have a big vault?

A It goes in and goes out, yeah.

Q Those port-a-vaults are basically sleeves for safe deposit boxes?

A Well, no. They can be configured any way you want so.

Q Explain it a little bit.

A This, this port-a-vault will be configured to have a certain amount of safe deposit boxes, certain sizes that will fit within the portables.

This will actually have safes below it, cash lockers with teller lockers above it.

They can be set up, configured and reconfigured any way you want.

Q And, could you give us the dimensions of the lunch room and conference room just so we get a sense of how limited the number of employees are. That lunch room doesn't look very large.

A No. No. Everything is very small. This is a very efficient bank. This is maybe 8, 8 feet wide by about 12 feet long conference room. The lunch room is probably 8 by, 8 by 10.

Q So, that's just an efficiency kitchen?

A Yes. There's a little kitchenette here, a little refrigerator, microwave, sink. That's it, very small.

Q It's not a full service kitchen?

A No. No.

Q And, then you have lavatory facilities?

A I have to have two ADA toilets by law. So...

Q And, of course, this is on-grade so does this comply with the ADA manuals?

A Oh, yes, yes, you come in the doors, to the teller, everything in it has to be ADA.

1 Q And, any other features of the floor plan
2 you need to emphasize?

3 A No. It's just this dome is the actually
4 under the raised dome. And, if you look in the
5 pictures and then you'll see the community wall. And,
6 that's the area where people will sit and there will
7 be literature for investors and everything else and
8 where people come get them, take them into the
9 conference room or back to their desk positions.

10 Here's a check desk in the center where people
11 will come and then go do their business at the teller
12 and then leave.

13 Q Okay. Anything else on, on your
14 architectural plans?

15 A Not if --

16 Q You have explained that the exterior are
17 brick and masonry?

18 A Cast stone.

19 Q Cast stone.

20 A Brick veneer. We have standardized on the
21 red brick.

22 As you can see in those pictures, ones during --
23 the first one, Point Pleasant, is on a bright day and
24 the Lyndhurst project is on a dull day but same brick,
25 same cast stone, same look, same design features.

1 Q So, if any of the Board members wanted to
2 see the building, they could go on Ridge Road?

3 A In Lyndhurst, absolutely?

4 Q That's just opened recently.

5 A There's one in Elizabeth. There's about
6 15 of these buildings and about 10 more coming.

7 MR. ALAMPI: I have no further questions
8 of the architect.

9 CHAIRMAN DOOLY: Any questions?
10 Any questions from the Board?

11 MR. ALAMPI: Maybe, maybe I have two more
12 now that I think about it. Sorry.

13 Q Why did you position the building with the
14 engineer in the location on the site that you
15 utilized?

16 You must have had some discussions and you must
17 have had different opportunities to place the building
18 and to twist the building.

19 A Well, we like to be, the building to be on
20 the corner with the fenestration and glass and,
21 second, this site, the drive-up, the driver has to be
22 on the right side to use the equipment. So, it just
23 lends itself to being this design.

24 Because, you have to come in and go this way for
25 the driver's side to be able to use the bank

1 equipment.

2 Q Right. So, the drive-thru has to be on
3 that side?

4 A It sort of lends itself because it's a
5 longer, narrower site so the building itself lends
6 itself to that design.

7 Q And, those vehicles, that would be the
8 appropriate way to exit the site as well?

9 A Correct.

10 FEMALE SPEAKER: I'm sorry. Could Mr. Haas
11 please tell us which way they're going to be coming
12 in?

13 MR. KATES: You'll have a chance to
14 question.

15 FEMALE SPEAKER: He's talking and standing
16 in front.

17 MR. KATES: You'll have a chance to ask
18 him.

19 FEMALE SPEAKER: I still don't know where
20 the driveway is.

21 MR. KATES: You'll have a chance to ask
22 him after he's finished.

23 FEMALE SPEAKER: Okay. But, he said it
24 but I can't see it.

25 MR. KATES: You'll have a chance to make

1 him show you.

2 FEMALE SPEAKER: Thank you.

3 MR. MIRANDI: Mr. Chairman, I have a
4 couple questions of Mr. Haas.

5 EXAMINATION BY MR. MIRANDI:

6 Q On the rendering for the building and
7 closure materials, I, I heard the cast stone, the
8 brick, the aluminum and glass. I didn't hear anything
9 about EFIS, can you detail if there is any?

10 A Yes, there is.

11 Q And, show us where it is on the building?

12 A There is a little EFIS. This is cast
13 stone. This is cast stone. This top part is EFIS and
14 the drive-up canopy is EFIS.

15 Q Okay. Thank you.

16 And, regarding the teller counters, are they
17 open?

18 Is it an open space between the teller and the
19 customers? There's no partition?

20 A No bullet back, no bullet back.

21 Q You also mentioned the parapet to hide the
22 HVAC and different mechanical units up top. And, I
23 heard a building height of 16 foot 10.

24 Is that to the top of the parapet?

25 A Yeah. Here's -- right here is the parapet

1 wall that goes front to back and it holds the dome in
2 the center. This is at 19 feet 8.
3 Q 19 feet 8 is what now?
4 A The top of the parapet wall, that hides
5 the HVAC is 19 feet 8.
6 Q Okay.
7 A The building, the main building here is at
8 16 feet 10. But, this, at 19 feet 8, wraps, it's
9 here, wraps around and the HVAC unit is sitting back
10 under here.
11 Q And, what's the height of the roof deck
12 approximately?
13 Is it at 16 feet 10 or a little bit below?
14 A No. No. No. My roof deck is down about
15 13ish, 13 to 14 feet so I have a nice --
16 Q You have ample room to hide the height of
17 the HVAC unit?
18 A Yeah. We actually raised it to 19 feet 8
19 so we can hide the unit. Then we have another 2 to 3
20 foot parapet along here to hide roof vents, exhaust
21 fans, all the other stuff.
22 So, what you would see, those elevations are
23 exactly what you're going to see when it's built.
24 Q And, you mentioned the drive-thru area
25 closest to the building. The ATMs surround there is,

1 is separate from the tube system?
2 A Yes.
3 Q The tube will be behind it a little bit?
4 A Yes.
5 Actually, it's in front. If you look at the
6 floor plan, I have the ATM, the night drop, here's the
7 tube in the first lane, there's the tube in the second
8 lane.
9 MR. MIRANDI: All right. Thank you.
10 MR. ALAMPI: May I just clarify something?
11 REDIRECT EXAMINATION BY MR. ALAMPI:
12 Q So the roof deck, through the whole
13 building, is that at 13, something feet?
14 A It varies between 13 and 14 feet because
15 it's a slope, yes.
16 Q Right, for the water runoff.
17 A Yes.
18 Q But 13, 14 feet is the roof deck?
19 A Yes.
20 Q It's the parapet that changes to hide the
21 vents?
22 A Yeah. It goes, it goes up -- yeah. It
23 goes up, it starts at 16 feet 8, goes up to 13 feet 8
24 and then the dome in the center is 25, where the dome
25 is is 25.

1 MR. MIRANDI: And, just one further
2 question, Mr. Chairman.
3 EXAMINATION BY MR. MIRANDI:
4 Q Mr. Alampi just mentioned roof drains and
5 so, it's internal roof drains?
6 A Yes.
7 Q Okay.
8 A You won't see anything.
9 MR. MIRANDI: Okay. Thank you.
10 EXAMINATION BY MR. CHIN:
11 Q I just want to clarify. You had mentioned
12 about a number of employees. You said you have about
13 four spots for tellers?
14 A Yes.
15 Q But, then, when you were counting
16 employees, you said there's only going to be one or
17 two?
18 A They'll have part-timers so they do
19 shifts. So, just because there are four tellers, it
20 doesn't mean there's going to be four there all the
21 time.
22 The bank will have to answer the exact manpower
23 issue and how they staff it.
24 MR. ALAMPI: I thought he said the total
25 was six employees.

1 MR. CHINMAN: He said six or seven.
2 THE WITNESS: Yes. It's six or seven
3 depending on...
4 MR. CHIN: Yeah.
5 CROSS-EXAMINATION BY MR. KETES:
6 Q Mr. Haas, does Investors have a prototype
7 for a 10,000 square foot lot or have you designed for
8 a 10,000 square foot lot?
9 A We, we have some other versions, yes.
10 Q In terms of modern design not ancient,
11 something that meets, meets the new design scheme and
12 it's something that you've done in the past few years?
13 A Yes.
14 Q Could you tell us where?
15 A It's -- they're under design right now in
16 Staten Island.
17 Q So, they're in New York, the State of New
18 York?
19 A A couple of them are in New York. We are
20 working on those.
21 Q None in New Jersey?
22 A None in New Jersey.
23 Q Are they main street types of banks?
24 A Yes. Yes. I'm just finishing one that's
25 going to open up right on Northfield Avenue in eastern

1 downtown. That one they are actually going to open, I
2 think, this weekend, filling it up with personnel and
3 just finish that one.

4 Q What's the size of that lot?

5 MR. ALAMPI: The question is not the
6 building, it's the lot.

7 MR. KATES: Yeah. It's the lot.

8 A Yeah, I'm trying to -- it's two-thirds of
9 an acre probably.

10 Q Two-thirds of an acre, 35?

11 A 30, 35,000 somewhere in there.

12 It's an L-shape. It's a different lot. This is
13 rectangular. That lot goes back and does an L around
14 another piece of property so it's an odd
15 configuration.

16 Q The thing that's intriguing about this
17 zone, that Mr. Alampi made reference to it when he
18 started, it's calling for no more than 10,000 square
19 feet in terms of the smallness of the neighborly
20 special district. And, and so, so here you have an
21 18,000 square foot lot and, of course, that gives you
22 the advantage of, of the design that you are
23 proposing.

24 But, I was just curious as to whether this could
25 even be subdivided and you could have a smaller model

1 and still have the opportunity for something else that
2 meets --

3 I'm not asking you a planning question. I know
4 Mr. Tibia is here.

5 A The problem is with these square footages,
6 I can only go so far down and the drive-up creates an
7 issue unto itself.

8 I mean, if I didn't have, if I was a regular
9 business where I had a drive-up, I could develop sites
10 on much smaller acreage. But, to drive-up, the
11 stacking required, things of that nature just lends
12 itself to a bigger site.

13 Q And, are the smaller models without
14 drive-ups?

15 A No. They're all with drive-ups. And,
16 they're about 27, 2,800. They're not small small but
17 they're a little different.

18 Q Okay. Thank you.

19 MR. ALAMPI: If you don't mind, Mr. Kates.

20 RE-REDIRECT EXAMINATION BY MR. ALAMPI:

21 Q What is the size of the property, the
22 Lindhurst parcel?

23 Do you know?

24 A No but it's very similar to this, this
25 site. The Lindhurst might be slightly, slightly

1 bigger.

2 And, if you go to it, you'll see exactly what I
3 mean. It's almost the same setup.

4 EXAMINATION BY MR. S. KIM:

5 Q So, in other words, any kind of regulation
6 from the bank and you have to keep it a certain size
7 to the --

8 A There are certain things they want inside
9 the bank. They want safe deposit boxes. They want
10 certain tellers. They want certain manpower in the
11 branches.

12 So, it restricts how much I can condense it.

13 Q Now compare it to the size of the lot.

14 So, actually, they have, they have some kind of
15 requirement to put in that kind of program --

16 A Yes.

17 Q -- into the size of the property so, do
18 you come up with more than 3,000 square feet which is
19 regulated of 1,600 square feet on the lot?

20 A Um-hum. Um-hum. It's, it's a large bank.
21 They're trying to work with the community, satisfy the
22 community.

23 If I take a lot of things out of the branch,
24 they can't satisfy and work as well with community.
25 So, that's part of the programming issue and that's

1 the arguments we have.

2 Q I have to ask maybe the bank, some clients
3 and then, you know, we have to figure out some
4 character of the bank itself. If it could be the same
5 as some other bank or means they have, have special or
6 just more just sales, customers or some other
7 investors or some other -- it could be, it could vary
8 and main character of the bank itself. It could be
9 different for the actual layout or some kind of
10 behavior or some kind of a situation along the
11 building.

12 So maybe, you know, with more something, you
13 know, more explanations for the site.

14 A Sure.

15 MR. ALAMPI: That's a good point, Mr. Kim.
16 We have the operations person.

17 I think what you're asking is are there details
18 that make this a community oriented bank, are there
19 services that are necessary, what distinguishes this
20 from the generic branch.

21 MR. S. KIM: That's correct.

22 MR. ALAMPI: We'll see if our witness is
23 prepared. If not, we'll have the appropriate person
24 in January. But, I have an operations person here
25 tonight.

1 RE-REDIRECT EXAMINATION BY MR. ALAMPI:

2 Q Mark, we did discuss, the other day, the
3 orientation of the bank is actually two different uses
4 by putting the lobby, it's separated, in a sense it's
5 like two 1,600 square foot facilities or 2,200 square
6 foot facility and an 800 square foot facility.

7 Could you expand on that discussion?

8 A Well, it was just that the access to the
9 bank, this is more of a conference room, safe deposit
10 box area, where this is the banking area. So, it's
11 kind of like a divide through the branch bank. But
12 it's --

13 MR. ALAMPI: Okay.

14 EXAMINATION BY MR. S. KIM:

15 Q I think we need another justification for
16 that drive-thru and, normally, I don't know, maybe
17 it's regulation or is policy or wonder why it has to
18 be two lanes. That's my question, why.

19 I mean, is this typical or, I mean, why not just
20 one lane?

21 A Well, typical, 90 percent of the branches
22 that I build typical is really three lanes. The
23 ATM/night drop is in the first lane. It's all by
24 itself. The second and third lane are overhead tubes.
25 So, so 10 percent of all the branches I build

1 throughout the tri-state area have three drive-up
2 lanes.

3 When I do have to go down to two, because of the
4 size of the site, the circulation how much I can fit,
5 I'll make it a dual purpose. Normally, I would never
6 make it a dual purpose.

7 So, we squeezed that in as a dual purpose. And,
8 we're just only doing this about six, seven years ago.

9 If I had a walk-up ATM and then switched to a
10 drive-up ATM, my hits would increase dramatically.
11 Every time I put in a drive-up ATM, the hits increase.
12 People want to use a drive-up ATM. They don't want to
13 get out of their car. They don't want to walk up to
14 the ATM for security reasons, weather reasons, getting
15 their kids out of the cars, take them into the branch
16 bad weather, inclement weather, rain, whatever.

17 So, the drive-up is very important to all my
18 banks and all my financial institutions. That's a big
19 part of the banking process.

20 I mean, yes, we got on-line banking. Yes, we
21 got automatic deposits, direct deposits. So, that's
22 why the teller area shrunk.

23 I mean, when I first started in '85, I was
24 designing six, seven teller windows, not as big a
25 platform area.

1 Now with, with all the changes, typically if you
2 go into Investors Bank, you see two tellers. And,
3 then you'll see more people out here working the other
4 types of business.

5 You'll almost never see the manager in the
6 office. And, the manager is out, going to small
7 businesses throughout Englewood Cliffs, trying to help
8 people out.

9 So, it has changed. People don't come in quite
10 as much.

11 MR. KATZES: But, it still requires a
12 drive-up?

13 THE WITNESS: Yes. Yes. Because the
14 drive-up is what people use.

15 I use the drive-up all the time. My wife uses
16 the drive-up ATM all the time. It's amazing how I use
17 the drive-up.

18 I rarely -- I have designed thousands of
19 branches. I rarely go in them. I'm always using the
20 drive-up as I drive around the State, fast cash,
21 whatever.

22 EXAMINATION BY MR. KATZES:

23 Q So, Investors has no model without a
24 drive-up?

25 A They have probably some city branches that

1 don't allow itself to have a drive-up. But, other
2 than that, we always push for a drive-up.

3 Every branch I have done in the last few years
4 is a drive-up.

5 Q Have you, in designing for Investors, done
6 any mixed use, shared facilities, in other words, the
7 bank is a portion of the lot and it's in combination
8 with other rental set-aside retail space?

9 A I'm working on some in Staten Island right
10 now where, where there's going to be some other
11 buildings on the site, on the pad site. Yes, I have
12 done that a lot.

13 MR. ALAMPI: But, that would be a larger
14 side for you being on the pad?

15 THE WITNESS: Yeah. It would be like a
16 five, 10 acre site and there's a lot of commercial use
17 or strip in the back.

18 Q But, there you're not free-standing,
19 you're connected?

20 A No. No. A lot of times my clients still
21 either want to be an end store where I could have a
22 drive-up.

23 If you go to Wyckoff, there's a Columbia Bank I
24 did and it's halfway in the mall and I ran tubes
25 through the mall. And, we have a drive-up at the far

1 end of the strip. That's how much they wanted the
2 drive-up and I have done that.

3 I have actually, for PNC Bank, gone under a
4 street, through culverts up, and the parking lot
5 across the street from the branch, I have a drive-up
6 with tubes.

7 So, everybody wants a drive-up and they'll go to
8 long lengths to get that drive-up.

9 Q In your opinion, would this site,
10 presuming you have an end and drive-up facility, would
11 this site lend itself to that kind of a design where
12 the bank is a component part but not the entire site
13 as a free-standing bank?

14 A It's, it's, with the drive-up and the
15 circulation and the parking required, it would be
16 very, almost impossible.

17 Q Because it's too small for that?

18 A The small a site.

19 Q So, 10,000 doesn't do it. And, in your
20 opinion, to do that kind of a model.

21 CHAIRMAN DOOLY: 10,000.

22 MR. KATES: No 18.

23 MR. SCANCARELLA: 18, the site is 18.

24 A This is 8 -- no, this is fine. This is
25 about as tight as I get. I do a LOT of these sites.

1 Q But, that's free-standing. There's no
2 shared mixed use?

3 A I have no shared use on a site this size,
4 no client in all my years of banking.

5 MR. ALAMPI: That's the question.

6 MR. KATES: That's the question.

7 MR. ALAMPI: That's the question whether
8 you have a shared --

9 CHAIRMAN DOOLY: Question, on that.

10 What would be the smallest lot that you would
11 entertain or you think would be viable to do that
12 shared uses.

13 THE WITNESS: It, it, you know, it depends
14 what the use is, it depends on the shape of the lot.
15 I really would have to look at it. I can't just, I
16 can't just throw a number out at you.

17 I have done all sizes, all shapes, all
18 different, all four corners.

19 Obviously, where you enter and exit the
20 drive-up, it's all, all affects what corner you're
21 coming from.

22 This corner lends itself to this type of a
23 design and approach for a bank. And, I would design
24 it for all my clients the same way. Because, the
25 site, with the corner here, it lends itself to that

1 kind of a look and design. It's a natural fit.

2 MR. S. KIM: Through a pass-thru lane so
3 basically you could take almost three lanes right next
4 to the building. So, you lost all the space for the
5 parking right next to it. So, that's why you jump
6 into this, in the buffer area, into the zones, you lay
7 out all the parking toward the rear yard.

8 So, that's, that's the reason that you ask for
9 some variance for the buffer?

10 THE WITNESS: Correct.

11 MR. S. KIM: So, if any -- for example,
12 that's why I'm asking you why two lanes.

13 So, it has to be two lanes. You probably have
14 to say that. But, I'm just questioning that.

15 MR. ALAMPI: So, recognizing normally it's
16 three lanes, that this is two, your question is,
17 because of the pass-thru lane, it's still three lanes
18 more or less?

19 MR. S. KIM: That's right.

20 MR. ALAMPI: Because you have to have the
21 pass-thru lane, why can't they go down further?

22 MR. S. KIM: Yeah. Yeah. That's -- they
23 should -- there could be some kind of solution to it to
24 get rid of some other variances to the rear yard.

25 MR. ALAMPI: With regard to the buffer.

1 MR. S. KIM: Yes.

2 MR. ALAMPI: And such. But, Mr. Kim, the
3 number of parking spaces, based on the size of this
4 building, we do meet that criteria.

5 MR. S. KIM: I understand that.

6 MR. ALAMPI: And, you're concerned more
7 with the buffer?

8 MR. S. KIM: Yes.

9 THE WITNESS: The buffer on this side?

10 MR. S. KIM: No, on the other side.

11 THE WITNESS: If I reduce the drive-up,
12 I'm not going to be able to help that buffer. I would
13 have to leave this as a commercial use.

14 MR. ALAMPI: I think that's what he's
15 asking you.

16 So, you still would need the drive-thru aisle to
17 have vehicles, vehicular circulation.

18 Correct?

19 So there would be parking on both sides of the
20 drive aisle?

21 THE WITNESS: Yes.

22 MR. ALAMPI: So, even if you eliminated
23 spaces this way, you would still have to have -- you
24 would still crunch the buffer.

25 THE WITNESS: And, it's not enough room to

1 put parking on this side.

2 MR. CHINMAN: Well, if you had a one-way
3 instead of a two-way, then you could, you wouldn't need
4 as much space.

5 Is that right?

6 In the parking lot right now, going --

7 MR. ALAMPI: You're still required to have
8 a 24 foot aisle width.

9 MR. CHINMAN: That's only 14.

10 MR. ALAMPI: Yeah.

11 THE WITNESS: You asked for 19. This is
12 18. You asked for 15, this is 24. Again, this is 18.

13 When you have parallel parking, you are required
14 to have that dimension. It's a, it's a law.

15 MR. S. LIM: Unfortunately, I have to say
16 the building is too large compared to the lot size
17 itself. And, that's, that's what it happens right
18 over here... We think about it.

19 THE WITNESS: Okay.

20 CHAIRMAN DOOLY: Any other questions?

21 MR. KATES: Open to the public.

22 CHAIRMAN DOOLY: Open to the public.

23 MR. CHINMAN: Motion.

24 CHAIRMAN DOOLY: Motion to open to the
25 public.

1 MR. CHINMAN: Motion.

2 MR. K. KIH: Second.

3 MR. KATES: This is being opened to the
4 public for questions of this witness only.

5 You'll have later opportunity to comment
6 generally.

7 So, do you want to come forward and identify
8 yourself, please.

9 Give us your name and address.

10 MS. ANGELO: Denise Angelo, 10 Irving. I
11 am the third house from this property.

12 EXAMINATION BY MS. ANGELO:

13 Q My question was, will -- traffic can only
14 come in from Irving Avenue?

15 A Yes. This is an out only on Sylvan. So,
16 right now, people come in, park. They can leave on
17 Irving, go out, bypass onto Sylvan.

18 Q Okay.

19 A The drive-up unloads out onto Sylvan also.

20 Q Yes. Explain that. Yeah. That was my
21 question basically that it's an in and an out on
22 Irving?

23 A Yeah. It's a right turn only.

24 Q Okay. And, only exit, the most people
25 would tend to come in and out on Irving if they're not

1 taking advantage of the drive-thru.

2 A I would assume so, yes.

3 MS. ANGELO: All right. Thank you.

4 CHAIRMAN DOOLY: Any other questions?

5 FEMALE SPEAKER: Another --

6 MS. O'SHEA: Mary O'Shea, 12 Irving
7 Avenue.

8 EXAMINATION BY MS. O'SHEA:

9 Q Would it be possible to have a one lane
10 drive-in that was dual purpose ATM and teller service
11 and then you would have one passing lane and the wide,
12 far lane to the south could be maybe some, some of
13 that parking could be moved along that south border so
14 that it wouldn't be up against the residential
15 property to the west?

16 A That's something I would have to talk to
17 the bank about.

18 Q Okay. And, also, instead of -- I do
19 believe that the zoning doesn't allow in and egress
20 onto a residential area from a commercial property.

21 And, I was wondering, like right now, there are two
22 driveways for that property, two curb cuts on SW, none
23 on Irving Avenue. And, if the ingress could be to the
24 north side of the building, there's no driveway there.
25 There's a curb cut.

1 A That's, that's not a driveway?

2 Q Nope. Nope. It's macadam. It's a curb.
3 There's no driveway.

4 MR. MIRANDI: That is a full height curb
5 at that location.

6 MS. O'SHEA: Right.

7 MR. MIRANDI: There is a blacktop that
8 goes up to that curb.

9 THE WITNESS: Okay.

10 Q Right. There's no curb cut. So, if you
11 had your curb cut toward the corner and have that your
12 ingress on SW, go around the building, one drive-thru
13 and out on the other side and take the traffic off of
14 Irving Avenue and reduce some of the parking close to
15 the west side of the property.

16 I mean, I go to Bank of America over at Lyndon
17 Plaza. They have three drive -- three ATM machines in
18 the lobby, no drive-in and there's always a line to
19 the ATMs. People will get out of the car, park and go
20 to the ATM, in my opinion and my banking experience.

21 MR. ALAMPI: Which is quite extensive.

22 MS. O'SHEA: It's quite extensive, 20
23 years.

24 MR. ALAMPI: At least.

25 FEMALE SPEAKER: 20 years.

1 MR. ALAMPI: I remember.
 2 MS. O'SHEA: I know.
 3 CHAIRMAN DOOLY: Any other questions?
 4 MR. HAMMOOD: My name (inaudible) hammood.
 5 MR. KATES: Could you spell.
 6 MR. HAMMOOD: H A M M O O D, Irving
 7 Avenue right next to the this building.
 8 MR. ALAMPI: No. 6.
 9 MR. HAMMOOD: No. 6.
 10 EXAMINATION BY MR. HAMMOOD:
 11 Q So the buffer zone is too small. It's
 12 very close to my property.
 13 MR. ALAMPI: You are the house right next
 14 to the --
 15 MR. HAMMOOD: Right next to it. You are
 16 right here.
 17 MR. HAMMOOD: Right there.
 18 CHAIRMAN DOOLY: Thank you.
 19 Any other questions?
 20 EXAMINATION BY MR. SURACE:
 21 Q Is there a possibility, like that third
 22 lane over there, could be used for parking instead of
 23 parking this way, one after another?
 24 MR. ALAMPI: Parallel?
 25 THE WITNESS: You can do some parallel

1 parking.
 2 MR. SURACE: Yeah. This way you get them
 3 out of the buffer zone.
 4 THE WITNESS: I'll lose, I'll lose a
 5 substantial amount. It would be a parking variance
 6 because there's no way I can put enough cars parallel
 7 parking.
 8 MR. SURACE: How many you got now in the
 9 rear?
 10 THE WITNESS: I have 17 -- I have nine,
 11 nine in the rear.
 12 MR. SURACE: Right. So, if you start from
 13 here, right, going all the way around, you could make
 14 it nine cars just from where the entrance is.
 15 Right?
 16 THE WITNESS: Oh, you're saying parallel
 17 park here and go over there?
 18 MR. SURACE: Right, parallel all the way
 19 around.
 20 THE WITNESS: Well, that's something the
 21 civil engineer would have to get into all that.
 22 MR. SURACE: You're not on top of --
 23 THE WITNESS: I understand. I understand.
 24 MR. ALAMPI: You know, Mr. Surace, Mr. Kim
 25 alluded to that and you are.

1 We would be compromising the buffer between
 2 ourselves and the other commercial property. And, I
 3 don't know if you really need a buffer between two
 4 commercial properties. You would use that as
 5 potential for parallel parking and then pull away from
 6 the No. 6 Irving, this gentleman's house?
 7 We can look at these configurations.
 8 MR. SURACE: I mean, he's got a parking
 9 right outside.
 10 MR. ALAMPI: You don't want the headlights
 11 facing right into him.
 12 MR. SURACE: Yes.
 13 THE WITNESS: But, the building itself, my
 14 building is pushed further away, about 18 feet from
 15 this piece of property. So, my building is actually
 16 pushed forward. So, it's further away from your
 17 house.
 18 MR. SURACE: I understand but the parking,
 19 he's worried more about the parking. He's not worried
 20 about the building.
 21 THE WITNESS: But, there's a solid fence,
 22 full buffering, the whole nine yards. It's going to
 23 be --
 24 Also, the height, the height of the house that's
 25 there now is, has to be over 30 feet.

1 My building is only 16 feet 10, only 25 feet at
 2 one point, one small point. So, my building is
 3 actually going to look a lot smaller than what you
 4 have there now height wise and bulk wise. It's a very
 5 wide, square, tall structure whereas my building is
 6 very low set.
 7 I have one little spot that's 25 feet. The rest
 8 of the building is only 17 feet. So, it's, it's a
 9 totally different -- people look 17 feet compared to
 10 what you got there now, it's totally different.
 11 MS. ANGELO: It's more the fact of having
 12 cars up against your house.
 13 THE WITNESS: I'm just stating volume
 14 right now. This property, volume of building, of what
 15 you see, the height, the width, the girth.
 16 My building is going to be a lot smaller feeling
 17 also pushed forward on this site because, right now,
 18 that structure is all the way back here. That's 18
 19 feet to the furthest point to the back of that house.
 20 So, you get to look at it in that perspective,
 21 too. I mean, you got to deal with this large
 22 structure all the time. Mine would be a lot less.
 23 Yes, there will be some cars here during, during
 24 banking hours. But, banking hours aren't all day
 25 long, 21/7 either.

MS. O'SHEA: ATMs are.

THE WITNESS: ATM is. Yes. But, that's a drive-thru. But, that's a drive-thru. You're not going to have single parking.

MS. O'SHEA: Coming in days and night. When the bars close, they'll be coming in. When the diners close, they'll be coming in.

CHAIRMAN DOOLY: Would you like to make a statement?

MS. DAVIS: No. As far as --

CHAIRMAN DOOLY: Get up please and state your name.

MR. HAMMOOD: Davis, Angelica, 13 Irving Avenue.

EXAMINATION BY MS. DAVIS:

Q As far as the drive-thru, for the --

MR. KATES: Stay here. She has to take your testimony.

MS. DAVIS: Okay. I'm sorry.

Q There are many banks. Wells Fargo doesn't have a drive-thru. Chase doesn't have a drive-thru. They're all in Fort Lee. People get out of their car. They park their car. And, they go through.

Why do we need to drive-thru? Why do we need to really attract more traffic?

Irving Avenue is a highway already.

A But, that's just it, people aren't walking in this area. They're driving and people are going to drive into this ATM.

Q No. I've a car.

A If they could have a drive-up ATM, they would have a drive-up ATM.

Q I go to Wells Fargo, I go to Chase. I park my car in the parking lot.

A I understand.

Q I don't need to drive-thru.

A Yes. But, if they had a drive-thru, you would like it a whole lot better.

Q No, I wouldn't?

A In the wintertime, rainstorm, midnight, dark, you're not going to want to do that. People just aren't -- it's a safety, security issue.

I do a lot of walkups in Hoboken, Jersey City, city areas.

Here people are going to drive to this branch.

CHAIRMAN DOOLY: Anyone else?

Motion to close to the public.

MR. CHINMAN: Motion to close.

CHAIRMAN DOOLY: Second.

MR. S. KIH: Second.

CHAIRMAN DOOLY: Okay. Any other statements?

MR. KATES: Mr. Alampi.

MR. ALAMPI: Chairman, I think we concluded with this witness. He'll be on recall for January. We certainly are going to listen to the residents and the board members comments and look at the site details. I'm not sure we'll change anything but we'll look at it between now and January.

Then I do have our next witness, who is the operations person, from the bank, from Investors Bank, who can give a little more detail about the day-to-day operation.

MR. KATES: Call your witness.

Do you need a break or are you okay?

Would you come forward and be sworn.

MR. ALAMPI: Come up Grace and sit over here.

MR. KATES: Would you raise your right hand.

Do you swear the testimony you're about to give this Board shall be the truth so help you God.

THE WITNESS: I do.

MR. KATES: Identify yourself, please.

THE WITNESS: My name is Grace Paul. I

work with Investors Bank. I've been with the company for the past two, about two years.

MR. KATES: Spell your last name, please.

THE WITNESS: P A U L O.

MR. KATES: And, your business address.

THE WITNESS: Business?

MR. KATES: Business.

THE WITNESS: 101 JFK Parkway, Short Hills, New Jersey.

DIRECT EXAMINATION BY MR. ALAMPI:

Q Please sit down. And, speak into this.

Okay. Miss Paul, please give us your position with the Investors Bank.

A I work for Office Living Department and am Project Manager and bank coordinator for the company.

Q And, could you just describe briefly what that, what your job is and what you do for the bank?

A I review engineering architectural plans. I also work with the construction of the project and oversee the construction and report back to our team.

Q And, you are, in essence, the link between the corporate structure and what's built in the field with the architects and engineers?

A That would be correct.

Q And, you are charged with executing the

1 policies of the bank as far as what services they're
2 going to offer in the facility and layout and things
3 of that nature?

4 A Yes.

5 Q Could you then expand a little bit?

6 You heard the testimony of our architect and the
7 questions from some of the Board Members.

8 Could you elaborate a little bit further? You
9 can refer to the floor plans to why the floor plan
10 is designed this way and what are you offering the
11 community in the banking facility.

12 A I just want the Board to know that we do
13 have an existing facility two blocks away from this
14 location.

15 Q Okay.

16 A And, we acquired the facility a year back
17 through a merger, through an acquisition.

18 Q That's in Fort Lee?

19 A That's in Fort Lee. It's about two blocks
20 down. It's 20, 2400 Lemaine Avenue, Fort Lee on the
21 opposite side of --

22 Q That's across from Holy Trinity Church.

23 Correct?

24 A That's correct.

25 Q And, that's a corner property?

1 A That is a corner property.

2 Q And, the bank took over the Marathon Bank
3 and inherited that space.

4 Is that correct?

5 A That is correct.

6 Q Could you describe that facility for the
7 Board?

8 A The facility, most of the facilities for
9 Marathon have been neglected for lack of a better
10 word.

11 And, when we acquired that facility, the
12 facility is a larger facility in terms of footprint of
13 the floor plan in terms of square footage, 1,000,
14 approximately 1,000 square feet which is larger than
15 we typically would use for our Investors's facilities.

16 So, the square footage of the actual floor plan
17 is larger than we need for our program for the bank.
18 We currently -- and staffing, we have three tellers
19 staffed there now. And, we have four people on the
20 platform taking care of customers as they walk in.

21 So, we have a total of seven employees total,
22 currently, at the existing facility.

23 Q And, yet, this facility would be smaller
24 than the one you desire to leave.

25 Is that correct?

1 A That is correct.

2 Q It's unusual. Most times you move for a
3 bigger facility.

4 A One would think so. But, we have designed
5 the facility so it facilitates and serves all the
6 needs that we would like to offer to the customers.

7 Q Now, explain to the Board what those
8 services are that are important to the bank.

9 A Just like any other retail space, we don't
10 like to say we don't have a service for the company,
11 for the customer. We, we like to take care of the
12 customers whether it's on-line, at the teller, at the
13 ATM, the mortgages, home equities.

14 Anything the customer needs, we would -- safe
15 deposit boxes. We don't, we don't like to say that we
16 don't have the service.

17 As soon as we say we don't have a service, that
18 customer walks out and looks for the services.

19 So, in this facility we have private areas for,
20 if somebody comes in for a private matter financially,
21 you take them into the conference rooms, they talk to
22 privately and our Branch Manager or teller work or new
23 accounts at the platform.

24 Those are the systems furniture in the lobby
25 area, semi private.

1 We offer the safe deposit boxes, we currently
2 don't have at our existing location which we have the
3 need for because we have customers requesting it. So,
4 we would like to offer the safe deposits which we
5 typically have on all our other facilities.

6 We have our typical, you know, back office
7 requirements for the server room, for the back office,
8 for the lunchroom, all the support for the, for the
9 employees as well as the customers.

10 Q Now, in Fort Lee, you have a drive-thru at
11 that facility?

12 A Yes. We have currently have a drive-thru.
13 It has two, two teller -- two overhead tellers, an ATM
14 and right drop right at the drive-thru area.

15 So, because of those existing --

16 Q How many drive lanes are they?

17 A We have two drive-up lanes and a bypass.

18 Q And, has that been adequate for your
19 purposes?

20 A Yes but if one of those lanes goes down,
21 then it takes a couple days to service and bring it
22 back up. And, for convenience to the customers, we
23 don't like to have one lane closed because it will
24 backup or it won't be useful.

25 Q So, you heard Mr. Kim's comment, why

1 couldn't you work with only one lane and the bypass
2 lane?

3 A We typically don't have that in any of our
4 other facilities. In case one goes down, if you have
5 only one overhead tube, one teller, it goes down, then
6 we'll be without a service for the customer for about
7 two days until it gets serviced.

8 So, because of that, we typically have two in
9 case of a failure.

10 Q And, with regard to the Fort Lee facility,
11 can you describe the layout of that facility?

12 Is it -- does it work for you?

13 A Are you anxious to go into a modern and newer
14 layout?

15 A The facility hasn't been updated or
16 maintained for quite sometime. The, the finishes and
17 the look is dated. So, we, we, first when we obtained
18 the property, we looked at renovating it but because
19 they're oversized, because it was shared, because of
20 the parking needs, because there was issues with the
21 site that, you know, we had complaints about shared
22 parking and not sufficient parking in that facility,
23 we opt to have a free-standing building in the
24 community, somewhere nearby.

25 So, when this property presented itself and it

1 was right on the street, it would be, still be
2 convenient to our customers and serve our needs.

3 Q The Fort Lee facility, you occupy an
4 entire first floor?

5 A We have the entire first floor. Correct.

6 Q And, above it, are offices above you?

7 A There's offices above it and there's a
8 partial basement area that we do not occupy.

9 Q The parking for that facility, you share
10 it with the office tenants?

11 A Yes, we do.

12 Q Is that a problem?

13 A At times it is.

14 Q And, so, you heard the attorney and the
15 Chairman ask questions about a shared building.

16 Is that something, on this size property, that,
17 that could work for you or not work?

18 A Typically, in this square footage, this
19 size layout and size property, we have not encountered
20 a facility without compromising the services to our
21 customers eliminating conference rooms, safe deposit
22 boxes or back office lunchrooms that will accommodate
23 another tenant space.

24 In the past, since I've been here with the
25 company for two years, we have -- I have not done a

1 facility with a shared tenant space for it.

2 Q How many facilities have you been involved
3 with in helping to organize the design and engineering
4 and then execute the actual facility?

5 How many have you done?

6 A We currently have about 25 on the table
7 now and we've gone through probably, I want to say,
8 about close to a hundred twenty or so.

9 Q And, you've been involved with many of
10 these?

11 A Yes.

12 Q Okay. Some questions were raised, I would
13 like to have you establish for the Board is the
14 operation itself, the hours of operation, the staffing
15 and such, the architecture, the testimony, but he's
16 not with the bank so we need you, under oath, to
17 explain when the bank will open, when it will close
18 and things of that nature, how many days a week and
19 such.

20 A We're open 6 days a week. Our current
21 hours at existing facilities are 8:00 to 1:00 --
22 excuse me, 9:00 to 5:00, from Monday to Friday, 9:00
23 to 1:00 on Saturday.

24 On the new facility, we would like to increase
25 that to 8:30 in the morning to 5:00, Tuesday,

1 Wednesday, Thursday and Friday and increase it from
2 8:00, from -- to 8:30 in the morning to 6:00 on
3 Monday. But, that seems to be our busiest, busiest
4 time of the week.

5 And, on Saturday, we maintain that from 9:00 to
6 1:00.

7 Q So, the bank itself, other than the, the
8 teller windows, the ATM rather, the bank itself will
9 not be operational in the evening?

10 A That is correct. Our late hours, we would
11 like to increase the hours to 6:00 on Monday.

12 So, after 9:00, there would be no activity
13 except for the ATM.

14 Q Just the ATM. So, even the teller, the
15 automatic drive-thru is limited just to the ATM after
16 hours?

17 A That would be correct.

18 Q And, so, there's no banking activity.
19 Would the bank, the interior of the bank be lit
20 at nighttime when it's not being used?

21 A For security reasons, we would like to --
22 we maintain night lights in the buildings to see if
23 anybody is in the facility. It prevents any kind of
24 break-ins. So, they know what, who's -- if there's
25 any activity during off hours and it also keeps a

1 presence on the street that we are there. It gives a
2 marketing look to the building.

3 Q Now, the architect indicated, on the back
4 side of the building, facing the residential, there's
5 less, less fenestration, less windows than the front.

6 Is that correct?

7 A That is correct.

8 Q And, do you lower the lighting after
9 hours? I understand for security there's lighting.

10 But, is it reduced in any way from, from the,
11 when it's active with, with employees?

12 A Yes, it is. That's also, also the back
13 office. It has two less windows on it. That's the
14 server room and meter area. So, we have less windows
15 and less lights.

16 Q Less exposure?

17 A Less exposure, light pollution.

18 Q Many questions were raised by the size of
19 this property being 18,000 square feet.

20 Based on your experience, such as Lyndhurst and
21 the others, do you know what the size of these
22 properties are that you have a similar site building
23 as this?

24 A I currently just finished the Lyndhurst
25 facility. I was the Project Manager on that. The

1 facility, the site plan -- the site is quite larger
2 than that.

3 We have more parking than this facility. It
4 also has, because of the limited frontage to the
5 property, it also has two drive-up lanes shared with
6 the ATM night drop and the bypass lane.

7 Q But, it's larger than 18,000 square feet?

8 A It is about -- it's over 27,000 square
9 feet.

10 Q Okay. A question was asked, given the
11 concept of the zoning, that the lots not be more than
12 10,000 square feet, is the scale of the building able
13 to be adjusted based on that concept?

14 This is 18,000 square feet.

15 Do you feel that this building is as
16 compromised, was as compact as it could be?

17 A Based on the services that we would like
18 to offer our customers, yes.

19 Q And, the details of the floor plan that
20 the architect testified to, is there anything that you
21 would like to add about the services you provide to
22 the community?

23 What separates this as a community service bank
24 as compared to just a branch of, let's say, Chase
25 Bank?

1 A All our customers that walk into the
2 office area, we like to, what we call our warm
3 welcome, fond farewell. Any customer that walks in,
4 gets greeted at the door. It acknowledges that the
5 person that we, that person has entered the facility,
6 we will be with them momentarily and we offer them
7 coffee, sitting area if, by any chance, we're with
8 another customer.

9 So, because of the, how many staff members we
10 are and customers do come in, if we are with a
11 customer we do excuse ourselves, greet the person and
12 have them, have them, cater them to coffee in a
13 waiting area so that they're not unattended.

14 Q And, you consider Investors Bank a
15 community bank?

16 A Yes. We do a lot of volunteer work and we
17 support the community. We have, in the past, I
18 checked with our location -- Branch Manager locally
19 and we support, in the area we support the Fort Lee
20 Educational Foundation. We just had an event at the
21 tour of Fort Lee this past September.

22 We support Tenafly, the St. John's Church, the
23 Fairview church. It's a Greek orthodox church. The
24 Wreckoff Saint Nicholas church.

25 So, we are -- we're highly motivated and enforce

1 community reach and support to the community wherever
2 we can.

3 Q Now, you presently have the facility in
4 Fort Lee.

5 Are you trying to retain your same customers
6 that you are servicing now and add to that by making
7 this move to Englewood Cliffs?

8 A Absolutely.

9 Q And, what improvements do you see with
10 this for the bank, what improvements do you see with
11 the services you provide in this facility?

12 A This facility will have a cleaner, more
13 updated facility and a better view of the facility.
14 So it will hopefully increase our customer flow and,
15 also, have a better environment for our customer and
16 staff members.

17 Because, right now, they've been with the
18 previous company, they were with, they were feeling a
19 little neglected. So, we like to promote a good
20 facility, both our employees, customers and the
21 community.

22 Q The level of employees we spoke about,
23 seven or so employees, is that an accurate number for
24 this facility?

25 A The current facility right now has seven

1 employees.

2 However, the man for the facility that we're
3 proposing, because sometimes we do have back, back
4 support from lenders, mortgage or the lending
5 financial rep, we have back office. If a customer
6 needs additional support for any, a specific item that
7 needs additional information that that current staff
8 doesn't have, then we will have come in, have them
9 come in and also have seating for them.

10 So, at any given time we would have nine staff
11 members at the facility.

12 Q But, these people would be coming in
13 specifically because of a customer need?

14 A Correct. That would be a maximum at any
15 given time.

16 Typically, even right now, even though it's
17 staffed with seven, one person is usually out, has one
18 day off a week. So, on most cases, there's six staff
19 members on there and possibly for the guests coming
20 from a back office area.

21 MR. ALAMPI: I have no further questions
22 of the witness.

23 CHAIRMAN DOOLY: I have a question.

24 EXAMINATION BY CHAIRMAN DOOLY:

25 Q I know you're not a traffic flow person

1 basically but, in your opinion, the progress getting to
2 Irving and evacuating the property, do you feel that
3 it was a problem acquiring a business on Sylvan?

4 A I do not. We actually like this facility.
5 We like the configuration of this site.

6 We, we think that based on existing facilities
7 we have done and sites we worked with, it works very
8 efficiently for our needs. And, I don't think that an
9 ingress typically, on the facility -- most of our
10 facilities, if there's traffic coming into the
11 facility, they go onto our property, and exit back out
12 from the property on to the main street.

13 They tend not to go back into the residential
14 area.

15 Q That's really not my concern. It's going
16 to be one-way right on the exit there.

17 I mean that Irving is a, a tough exit/entrance
18 point to begin with not having a light on a highway
19 basically.

20 And, I thought that might be a concern of yours.

21 A Because of the location of it, it's a very
22 good location for us and I know we still have to get
23 approval from the State highway. If they enforce us
24 to have a traffic light at that location, we would
25 certainly look into it.

1 But, right now, based on the location of this,
2 entering the facility, we don't have an issue with it
3 unless we request additional backup and we have the
4 traffic engineer to testify to the actual count.

5 CHAIRMAN DOOLY: All right. Thank you.

6 MR. CHINMAN: You mentioned that she's
7 the, also operations, knows about the operations of
8 the facility.

9 MR. ALAMPI: Right, right the working of
10 the day-to-day.

11 MR. CHINMAN: Right. So in the current
12 building, I believe they enter on the side street.

13 MR. ALAMPI: Myrtle Avenue.

14 MR. CHINMAN: Myrtle. Thank you.

15 EXAMINATION BY MR. CHINMAN:

16 Q And, they exit on to the Main Street.
17 It's a one-way road right now.

18 A Correct.

19 Q What type of -- what amount of --

20 MR. ALAMPI: Myrtle is a two-way street.

21 MR. CHINMAN: I know but it's a one-way
22 facility.

23 MR. ALAMPI: Around the building.

24 MR. CHINMAN: Rather than -- this is
25 two-way onto Irving, in and out.

1 Q How much traffic is there in the current
2 facility flowing through the drive-thrus?

3 A We do have a, I do have a count for the
4 ATMs for the past two months. And, right now, in
5 terms of the count at the ATM, most of the -- excuse
6 me.

7 Most of the activity in that ATM happens between
8 7:00, approximately 7:00 to 8:00 in the morning to
9 about rush hour traffic. And, it's very limited, if
10 any. In off hours in the, in the hours between 6:00
11 in the evening to 7:00 in the morning, we have
12 possibly two in the, two -- in the three months
13 reports I got, we have possibly five transactions per
14 month during that whole period time.

15 Q After 8:00 up until -- is there a peak in
16 the evening as well?

17 A The peak in the evening will be around
18 6:00.

19 Q 6:00?

20 A Um-hum.

21 Q And, between 7:00 and 8:00, is that the
22 busiest time?

23 A About 7:00 and 8:00, correct.

24 Q And, how many people do you --

25 A It's 10 transactions for the whole month,

1 during that period of time.

2 Q 14 transactions for the whole month?

3 A At that time. If it's 7:00, between 7:00

4 and 8:00, I have about --

5 MR. ALAMPI: 7:00 and 8:00 in the morning?

6 THE WITNESS: 7:00 and 8:00 in the

7 evening.

8 Q No. You said 7:00 to 8:00 in the morning

9 is the busiest.

10 Right?

11 A 7:00 to 8:00 in the morning.

12 Q Right. I'm just trying to figure out at

13 the peak, that hour, during rush hour, how many people

14 are going through the ATM that you need the two lanes?

15 MR. ALAMPI: Two lane drive-thru.

16 MR. CHINMAN: Right.

17 A I have 35 transactions for the whole

18 month.

19 Q For the whole month?

20 A For the whole month.

21 Q So, that's one a day. So -- and, that's,

22 and the facility isn't open so they can only use the

23 ATM?

24 A That would be correct.

25 Q So your traffic is one person, less than

1 one person an hour in any two, two spots?

2 A That would be correct. That's for the

3 month of November. For the month of August I have

4 about 18 transactions for that same period of time.

5 For the month of October, I have -- it's back to

6 12 transactions at that same period of time.

7 Q For the whole month?

8 That's not a day.

9 Right?

10 A That's the whole --

11 MR. ALAMPI: Mr. Chairman.

12 A That hour period.

13 MR. ALAMPI: The other day, in

14 anticipation of tonight's hearing --

15 MR. CHINMAN: Right.

16 MR. ALAMPI: -- I asked Grace if she could

17 tap into her corporate resources --

18 MR. CHINMAN: Right.

19 MR. ALAMPI: -- to have this information

20 and forward it to our traffic engineer when he makes

21 his presentation. So, she has raw data that I have

22 not yet reviewed. But, she was working on it.

23 But, those are very good questions. And, I

24 wasn't sure they were ready yet.

25 But, this had the ability to obtain actual and

1 accurate information. I'm very surprised by those

2 numbers myself.

3 The questions are with the ATM, in these time

4 periods, you talk about 18 in the month and 34 in the

5 month, I would think there would be 34 in a day but,

6 these are monthly logs?

7 THE WITNESS: These are, these are monthly

8 logs. I have them per hour and I have them per day as

9 well.

10 MR. ALAMPI: And these are all computed so

11 these are right off the machines.

12 THE WITNESS: I had my ATM people give me

13 the terminal number and pull up the numbers for them.

14 And, I have them for three months. And, I gave this

15 information to the traffic engineer so he could do his

16 study on it.

17 MR. ALAMPI: Now we also asked you, and I

18 don't mean to cut off Mr. Chinman, we also asked you

19 overall transactions that were happening at the bank.

20 You started to get that information.

21 THE WITNESS: I got also for two week

22 period of time, I got teller transactions because the

23 teller transactions have both the lobby information

24 and the tube systems that are at the drive-up. So,

25 you'll get a percentage of what that is in terms of

1 his analysis for the traffic flow coming out of the

2 driveway.

3 MR. ALAMPI: So you've been obtaining that

4 raw data?

5 THE WITNESS: Yes.

6 MR. ALAMPI: And, I don't want to

7 compromise the professional witness's testimony.

8 But, it's a few hundred each week in teller

9 transactions, 1 or 500 transactions.

10 THE WITNESS: I pull them up for the past

11 two weeks, for the week of Thanksgiving, from the

12 November 25th to November 30th, for that period of

13 time with the holiday and we have 450 teller

14 transactions, that's lobby, lobby transactions and

15 teller transactions. It's not to say that each

16 customer might have had more than one transaction.

17 It's just transaction counts.

18 And, for the week of December 2nd to December

19 7th, it was increased to 545 transactions because of

20 the holiday and that's normal for us after a holiday

21 to have additional transaction.

22 MR. ALAMPI: Holidays, it spikes. And,

23 even at that, that's only 60 a day or so.

24 Right?

25 THE WITNESS: That's correct.

MR. ALAMPI: Okay.

THE WITNESS: We do have on-line banking. All the on-line banking and the other services we have, we, we have notice in the past five years that, you know, that the drive-thru traffic flow is not the same what it used to be.

MR. ALAMPI: No, through this witness --

MR. CHINMAN: Right.

MR. ALAMPI: -- we are going to establish the raw data so that the traffic engineer will incorporate that in his report.

MR. CHINMAN: Can I just add one thing so long as you're going to collect that data?

MR. ALAMPI: Yes.

MR. CHINMAN: Because, as you mentioned, this was, this was a precious bank which really didn't have nice facilities and didn't have goodwill and they're building it up.

Could you compare it to a facility that's maybe a little bit more mature, that's run properly by your organization so we could see more accurate --

MR. ALAMPI: In other words, where we want to bring it to --

MR. CHINMAN: Yes.

MR. ALAMPI: -- compared to --

MR. CHINMAN: Right.

MR. ALAMPI: -- free standing that we consider operating at full capacity.

MR. CHINMAN: Right. Thank you.

MR. ALAMPI: We'll do that.

THE WITNESS: It also depends on the demographic location of the facility.

So, if I go to something like in Carteret, the traffic flow through that is going to be totally different than one of my branches in New York.

MR. CHINMAN: Right.

THE WITNESS: If you're looking at the location of the counts for that facility and what the services has, it's going to make it impact.

MR. CHINMAN: I would think Wyckoff would probably be comparable.

THE WITNESS: I don't think I have --

MR. CHINMAN: We're not looking for New York City.

MR. ALAMPI: We'll look at them.

THE WITNESS: We'll look at a facility that has more or less the same and also depends that, how span our facility is from one location, from one area to the other.

So, in some areas, like Brooklyn, they're within

two miles, we have like three facilities. The next facility over here is, you know, a few miles away so... It does make a difference.

MR. ALAMPI: We'll attempt to find what we feel would be indicative of what this branch should blossom into. And, that's why we called Miss Paulo as a witness.

REDIRECT EXAMINATION BY MR. ALAMPI:

Q Are there any other details that you would like to present to the Board or information on the bank as a community bank and its offerings?

We don't need to be redundant if you feel you have covered it.

A I know in the past in the previous testimonies they usually ask for deliveries, for trash pickup or any kind of...

Q Are you familiar with that, with those pieces of information?

Provide them to us.

A The trash pickup, we usually typically have an outside service coming in. All our documents are shredded and taken off site. So, we have our outside source coming in for all shredded materials and documentations.

For the trash removal, we do have a bi-weekly

pickup at the facility. We have a dumpster on-site.

We have a cleaning company that comes in five days a week, does the cleaning of the facility, puts it in the dumpster. And, we have pickup twice a month -- twice a month by an outside company that will pick up the trash removal unless additional services are needed and the branch tells us they have a heavy load.

CHAIRMAN DOOLY: And, you don't know the timing of that pickup, do you? I know along other businesses along Spiran aren't exactly during business hours.

THE WITNESS: We could have our vendor pick them up whenever you want, give them -- if there's a limit of pickup because of noise to the neighbors --

CHAIRMAN DOOLY: Yes.

THE WITNESS: -- and residents, if there's a requirement of when pickup is needed --

CHAIRMAN DOOLY: Normal business hours.

THE WITNESS: -- is restricted, then we would emphasize that on to our vendor that pickup for the trash removal is only done during a period of time, we usually accommodate that.

CHAIRMAN DOOLY: Thank you.

A And, then we have the typical UPS, FedEx

1 deliveries and our armor car truck the also does the
2 deliveries for the cash.

3 Q Okay. You don't envision any large truck
4 trailer tractor trailers or anything like that to this
5 property?

6 A Typically, not.

7 CHAIRMAN DOOLY: Any other questions?

8 Bernie, do you have a question?

9 MR. MIRANDI: Yes, Ms. Paulo answered a
10 few of my questions with the trash and loading and
11 delivery.

12 EXAMINATION BY MR. MIRANDI:

13 Q As far as snow removal, can you give us a
14 little indication of how that's worked?

15 A We usually have an outside vendor coming
16 in for our snow removal. We have contracts that we
17 review yearly for the removal of the company.

18 We are currently reviewing the locations for the
19 removal of the -- they will come in, they salt if
20 there's 2 inches, less than 2 inches of snow on the
21 ground. And, they will remove the snow or plow the
22 snow to appropriate location on-site on the --

23 And, there's, whenever there's snowing, if 2
24 inches, more than 2 inches, they come out and you know
25 and salt the walkways.

1 Q Okay. And, as far as other existing
2 facilities, can you give me a sense of how long
3 Lyndhurst, Wyckoff and Fort Lee have been open?

4 A Lyndhurst was a relocation from existing
5 facility. That was from acquisition from a Millennium
6 branch. And, that was probably, about 12 years back.

7 Which one was the other facilities?

8 Q Fort Lee and Wyckoff.

9 A Fort Lee, I, I don't exactly know how long
10 they were open previously with the previous
11 acquisition.

12 Q I mean as an Investors Bank.

13 A Year.

14 Q Okay.

15 A We acquired them last, last year and we're
16 rebranded last winter.

17 Q Okay. And, Wyckoff --

18 MR. ALAMPI: Do you have a branch in
19 Wyckoff?

20 THE WITNESS: I don't think I do.

21 MR. ALAMPI: No. We were referring that
22 we supported a church in Wyckoff.

23 A We support a church in Wyckoff. Wyckoff,
24 you caught me off guard. I didn't know that location.
25 I know I have like over a hundred locations but I

1 didn't recognize that one.

2 MR. ALAMPI: You mentioned Wyckoff and he
3 thought that was a branch.

4 MR. MIRANDI: Thank you.

5 THE WITNESS: No. That's the community
6 area that we support.

7 MR. ALAMPI: The Lyndhurst branch, you
8 reconstructed the building recently.

9 Is that right?

10 How long has that been open?

11 THE WITNESS: A little bit over a year.

12 MR. MIRANDI: Oh, okay. Thank you.

13 EXAMINATION BY MR. KATES:

14 Q The application indicates that there's a
15 contract purchaser, Manzo Durin (sic) Organization of
16 Englewood Cliffs LLC and Investors Bank.

17 Am I to presume that --

18 MR. ALAMPI: Ground lease.

19 Q You are the tenant?

20 A Yes, we're the tenant.

21 Q But, you're building to suit your needs?

22 A Correct.

23 Q And, is the bank connected in any way to
24 Manzo Duran, whoever they are?

25 MR. ALAMPI: No. Mr. Duran is here. And,

1 they are the contract purchaser. And, they have a
2 ground lease in place with Investors.

3 MR. KATES: Okay.

4 THE WITNESS: Subject to.

5 MR. ALAMPI: Subject to the approvals.

6 MR. KATES: Understood.

7 Q Other than the Fort Lee branch, what's the
8 next closest branch?

9 A 500 Clifton Avenue. I'm not sure if
10 that's Bergen.

11 MR. ALAMPI: Lyndhurst maybe.

12 A Lyndhurst.

13 Q Lyndhurst?

14 A And then Kearny.

15 MR. ALAMPI: Lyndhurst.

16 THE WITNESS: And Kearny.

17 Q So, in Bergen, it's Lyndhurst and Fort Lee
18 and Fort Lee will be Englewood Cliffs?

19 A Correct. We are looking to develop up
20 north a little bit.

21 Q Okay. But, you have no sites picked out
22 yet?

23 A No. That's correct.

24 MR. ALAMPI: Do you have any sites in
25 mind?

1 MR. KATES: No.

2 MR. ALAMPI: I have one on Kinderkamack
3 Road in Westwood that I'm thinking about.

4 Q The question I have, and it's only because
5 I'm totally ignorant to the fact, I'm, I've got this
6 idea, it's a block buster idea.

7 I don't quite understand why banks are investing
8 in bricks and mortar in this day and age when there's
9 direct, as, as indicated, they're direct deposit
10 through scanning a check. You don't have to show up.
11 What percentage of --

12 Before we get to that, what percentage of your
13 trade is business as distinguished from consumer?

14 If you can, answer that question.

15 Taking the Fort Lee model for example, what
16 percentage are business customers versus home owners?

17 A Versus home owners?

18 MR. ALAMPI: Retail.

19 Q Retail.

20 A Retail. I do not know that answer.

21 Q Is there an objective of your bank to
22 increase?

23 A We were formerly Investors Savings Bank
24 and most believed in more residential, community
25 banks. And, we, and we rebranded, we dropped the

1 savings and became Investors Bank because we like
2 think ourselves more than just a, a residential
3 facility catering to residential customers.

4 Q That being the case, then let me go to my
5 other question.

6 A We are trying to improve our services to
7 our business customers as well.

8 Q And, you think that you need an edifice,
9 as gorgeous as that is, to attract that kind of a
10 business clientele?

11 A It doesn't matter how much on-line banking
12 we do. There's always the identification of a
13 customer, of a person that has to present himself
14 before they open an account or they do any kind of
15 banking.

16 So, as much as we could scan, do finger
17 scanning, do pass codes, do -- there's always the
18 identification of a person that would legally, that
19 we're legally bound to verifying the actual person
20 when opening up an account. There's always that
21 friendly face behind the name that wants to go to the
22 facility and instead of doing on-line or if they have
23 a special need or problem, there's somebody to talk
24 to.

25 Q So banking, at the retail level, is not

1 dead. It's not --

2 A I don't think --

3 Q It's growing, in your opinion?

4 A It's, it's never going to disappear. It's
5 never going to be an on-line banking, I don't believe.
6 But, I don't think we can.

7 There's always going to be a service or a
8 facility associated with that, although the traffic
9 flow might change. But, the facility is always going
10 to be needed to serve the customer.

11 Q Okay. And, my last question is, did you
12 participate in the choice of this location on behalf
13 of the bank?

14 A No, I did not.

15 Q You did not?

16 A But, I like the facility. I like the
17 location. I didn't disapprove of it when it was shown
18 to me.

19 Q Do you know what were the determining
20 factors that were used to decide that this would be an
21 appropriate location for the bank?

22 A The size of the property, that we could
23 fit our typical facility, and our program for, to cater
24 to the customers.

25 Q And keep your Fort Lee clientele.

1 A And, we keep our Fort Lee clientele.

2 It's within the same thoroughfare and it was
3 right down the street.

4 MR. KATES: Thank you.

5 MR. ALAMPI: Now, where do you bank as an
6 attorney, with all the transactions we do?

7 I use Bank of New Jersey. I would never go to
8 TD Bank. Trust account activities.

9 Right?

10 MR. KATES: I go to a bank that is in my
11 locale but, we do direct deposit.

12 MR. ALAMPI: I know. But, you know, to
13 clear a check rather at closing, you need a human
14 being managing that.

15 MR. KATES: No, we don't use human beings
16 anymore.

17 MR. MIRANDI: Drones.

18 MR. K. KIM: Question.

19 EXAMINATION BY MR. K. KIM.

20 Q You said that ATM typically is 24 hour
21 service?

22 A All ATM services. I don't know of any
23 bank that does not have --

24 Q But, drive-in to, just ATM, ATM is 24
25 hours service?

1 MR. ALAMPI: Right.

2 Correct.

3 MR. ALAMPI: But not the drive-thru, not
4 the other.

5 Not the teller transaction but the ATM
6 itself and also have a, a deposit night drop which is
7 commercial.

8 EXAMINATION BY MR. S. KIM:

9 Q I don't see any ATM machines on there.

10 Do you consider putting it in there?

11 A Where, as a walkup?

12 Q Yeah. Walk up, not the drive-up.

13 A No. Typically, because of the cost factor
14 for ATM, we typically have one per facility. It's not
15 to say that we can't have two but we would never get
16 the transaction flow from two ATMs in one facility.

17 Q So, I just want to walk into the building
18 off hours and I don't know I can find any ATM for the
19 building?

20 A We, at this facility, we are not proposing
21 a walkup.

22 Q What about other branches?

23 A In most of our facilities now, we've been
24 proposing -- there's more demand for a drive-up ATM
25 than a walk up ATM.

1 I would put a walk up ATM in my facilities in
2 Brooklyn because they're more geared to walking and
3 pedestrian locations.

4 But, usually, in a location like this, we, and
5 our existing facility has a drive-up ATM, we are
6 geared more to having a drive-up facility for the ATM
7 than a non walkup ATM.

8 Q So, in other words, off hours, there is no
9 activities on the building than other than maybe the
10 side of the building, the reason, for reasons no other
11 peoples walking around the building then just only
12 drive-up.

13 MR. ALAMPI: Right.

14 MR. S. KIM: In my practice, street scape
15 depending on zoning, there has to be some kind of
16 opportunity.

17 MR. ALAMPI: Do you think you have much of
18 a pedestrian flow there now?

19 MR. S. KIM: Not right now. I understand
20 that.

21 MR. ALAMPI: You know.

22 THE WITNESS: I don't see a pedestrian
23 friendly area. Currently, there's not even a sidewalk
24 on the side street there if I'm not mistaken.

25 FEMALE SPEAKER: We don't have sidewalks.

1 MR. S. KIM: I understand that.

2 In the future and I don't -- the zoning itself,
3 trying to encourage all that kind of retail activities
4 and now bank is coming in here and whole block, maybe
5 half a block is going to be thoroughly an people.

6 MR. ALAMPI: There's never been pedestrian
7 flow.

8 MR. S. KIM: Right now you're correct.
9 You are correct. This time. So, petitioning that the
10 bank use is going to encouraging though.

11 MR. ALAMPI: It will continue that same
12 pattern. Right.

13 MR. S. KIM: Right.

14 MR. ALAMPI: Don't forget, you have the
15 new Learning Experience also right across the street
16 from us. They would be closed at night, too.

17 MR. S. KIM: Good point. Yes.

18 CHAIRMAN DOOLY: Motion to open to the
19 public for this witness.

20 MR. CHINMPN: Motion so moved.

21 CHAIRMAN DOOLY: Second.

22 MR. CHINMPN: Second.

23 MS. O'SHEA: Mary O'Shea, 12 Irving.

24 EXAMINATION BY MS. O'SHEA:

25 Q Could you repeat the hours? I couldn't

1 hear you.

2 A 8:30 to 5:00 clock Tuesday, Wednesday,
3 Thursday, Friday. 8:30 to 6:00 on Monday and 9:00 to
4 1:00 on Saturday.

5 Q And, the drive-in is the same hours as the
6 interior of the banks?

7 A That is drive-up, drive-up and lobby.

8 Q Okay.

9 A It's not to say that the lobby area
10 sometimes may close half an hour earlier but typically
11 I give it the maximum hours for the facility.

12 Q Okay. When you were giving the numbers
13 for the ATM, I find them terribly low. And, I don't
14 even think that they warrant, those numbers warrant an
15 ATM.

16 Are you sure that's not an average like 35 is an
17 average of a daily number between those hours?

18 It's one, one transaction in an hour?

19 A It -- the count for the report that I had
20 the ATM is per hour for the month. And, another one
21 per day for the month.

22 Q Okay, could you tell me what the daily
23 total is for the ATM --

24 A For a specific --

25 Q 24 hour period?

1 E Not for each day but for the month I could
2 do that.

3 Q It would be an average for the month or an
4 average for Monday to Friday, a Monday to Friday an
5 daily totals?

6 A I would have a total of 190 transactions
7 for the month of November.

8 Q Daily?

9 A Sorry, the month of September.

10 Q 190 daily transactions?

11 A No. No. 190 total for the month?

12 Q 190 ATM transactions was for the whole
13 month at that machine?

14 E That would be correct.

15 Q Divided by 30 days?

16 A Yes, divided by --

17 MR. CHINMAN: 25.

18 A Yeah. They close on -- well, the ATM is
19 open.

20 MR. ALAMPI: ATM is open automatic --

21 MR. K. KIM: Six plus six plus.

22 A So, how many days in the month of
23 September?

24 MS. O'SHEA: It's only 190 for the whole
25 month at that machine.

1 CHAIRMAN DOOLY: Excuse me. Excuse me.

2 Keep this to one person, please.

3 MR. ALAMPI: I agree; six per day.

4 MS. O'SHEA: Six per day.

5 MR. ALAMPI: Seems light.

6 THE WITNESS: For November, I have 106
7 transactions for the month. And, for October, I have
8 216 for the month.

9 Q Okay. Can I ask you to, to go back and
10 talk to somebody and clarify that for the January
11 meeting. Because, I don't, I don't.

12 MR. ALAMPI: I'm going challenge it.

13 MS. O'SHEA: It seems inconceivable.
14 Okay. I think the report is being interpreted
15 possibly incorrectly.

16 MR. ALAMPI: I know the witness is very,
17 very detailed oriented but we're going to double check
18 in.

19 MS. O'SHEA: Right. Okay. Because I
20 don't think that could be accurate.

21 MR. ALAMPI: We'll double check it.

22 Q Could you tell me what the total deposit
23 base is for the Fort Lee branch, numbers of customers
24 and dollar amount for the branch?

25 A I forget to check.

1 MR. ALAMPI: Remember, you're being
2 questioned by a banker. She's in banking.

3 A I could find out for the next meeting.

4 Q Okay. Your total, your total deposit
5 base, number of customers for that branch, and your
6 total dollar amount of deposits for the branch.

7 MR. ALAMPI: We can do that?

8 MS. O'SHEA: You can. Okay.

9 THE WITNESS: Hold on, deposit -- um-hum.

10 MR. ALAMPI: And, then we'll figure out --

11 MS. O'SHEA: Yeah.

12 MR. ALAMPI: I know.

13 MS. O'SHEA: I, I had --

14 MR. ALAMPI: It's okay. This is what you
15 do for a living.

16 MS. O'SHEA: That's what I used to.

17 Q Okay. And, one other thing, okay, those,
18 those are the two things.

19 CHAIRMAN DOOLY: Anyone else?

20 MR. ALAMPI: I want your account. See,
21 this is what they want. They want people like you to
22 come in, bring them in.

23 CHAIRMAN DOOLY: Come up, please.

24 MS. ANGELO: Okay. Denise Angelo again,
25 10 Irving.

1 EXAMINATION BY MS. ANGELO:

2 Q But, you would expect that, with this new
3 location, you would have a lot more because, let's
4 face it, the old Mariner's Bank is not in --

5 MR. ALAMPI: Marathon.

6 MS. ANGELO: Marathon. Sorry.

7 MR. ALAMPI: Mr. Chinman asked us to see
8 if we could get that.

9 MS. ANGELO: Yeah. You would expect --
10 so, even if it is only 10, you would expect a lot more
11 if you were to have it at this position.

12 THE WITNESS: We are hopeful to always get
13 more.

14 However, in the past, when we locate a facility,
15 it doesn't increase more than 10 to 12 percent.

16 MS. ANGELO: Okay. Thank you.

17 MS. O'SHEA: Oh, I forgot -- I remembered
18 what I wanted to ask.

19 MR. ALAMPI: Too late, Mary. You can't
20 get up.

21 MS. O'SHEA: I knew there was something
22 else.

23 EXAMINATION BY MS. O'SHEA:

24 Q When you were talking about the fact that
25 the contract purchaser is the Manzo Durin

1 organization. Given the article that was in the paper
2 this week about bank's directors buying properties and
3 renting it back to the bank, is Hans Durin and
4 directors of the Investors Bank?

5 A I don't believe so. Not to my knowledge.

6 MS. O'SHEA: These people.

7 MR. ALAMPI: No, they're not.

8 MS. O'SHEA: Okay. All right. Thank you.

9 That was...

10 CHAIRMAN DOOLY: Anyone else?

11 Motion to close it to the public.

12 MR. SURACE: Motion.

13 CHAIRMAN DOOLY: Second.

14 MR. K. KIM: Second.

15 CHAIRMAN DOOLY: Any more witnesses?

16 MR. ALAMPI: I don't think it would suit,
17 serve the purpose to have my traffic engineer dig into
18 this because the data that, the raw data that has been
19 produced is going to be reviewed and double and triple
20 checked and then we're going to input it into a
21 report.

22 And, I think we have made a fresh impression on
23 the public involved.

24 CHAIRMAN DOOLY: Well, that certainly
25 makes sense, yes.

1 MR. ALAMPI: Right. So, I think then that
2 I'll entertain, Chairman, if you don't mind, I would
3 stop the presentation because the traffic consultant
4 has a lot to digest with this.

5 Our planner is here. But, usually, I have the
6 planner battling cleanup after all the evidence is in.
7 He can give his opinion. And, it would be presumptuous
8 of him to give that opinion ahead of time.

9 And, our site engineer has to testify. So, this
10 would be a good time to take a break.

11 We're keeping a transcript. We'll provide a
12 transcript to the Board in time for the other members
13 to review it so they could participate. And, I'll
14 have those three witnesses at the January meeting.

15 CHAIRMAN DOOLY: January 9th meeting.

16 MR. ALAMPI: Yes.

17 MR. KATES: So, we're carrying this until
18 January 9th.

19 MR. SURACE: Yes.

20 MR. KATES: At 7:30.

21 FEMALE SPEAKER: Now that you have us
22 here.

23 CHAIRMAN DOOLY: Sorry about that. But,
24 if we don't have the necessary input about how much
25 usage, the numbers they are throwing are not going to

1 be accurate.

2 MR. ALAMPI: Right. There's no sense
3 hypothecating. We want, we want to trickle that into
4 the report.

5 CHAIRMAN DOOLY: All right. We should
6 close the meeting.

7 MR. CHINIAN: Motion to close the meeting.

8 MR. SURACE: Second.

9 MS. SCANCARELLA: All in favor.

10 (The hearing adjourns at 9:12 p.m.)
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C E R T I F I C A T E

1 I CERTIFY that the foregoing is a true and
2 accurate transcript of the testimony and proceedings
3 as reported stenographically by me at the time, place
4 and on the date herein before set forth.

5 I DO FURTHER CERTIFY that I am neither a
6 relative nor employee nor attorney or counsel of any
7 of the parties to this action, and that I am neither a
8 relative nor employee of such attorney or counsel, and
9 that I am not financially interested in this action.
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