

Meeting at Helen Z. Battistoni's Office, North Broadway, Red Hook, N.Y.
October 15, 1975 - 10:30 A.M.

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| PRESENT: Rosemary Coons | Joseph Zalenski |
| Mr. and Mrs. Garlinghouse | Herman Gorgens |
| Patsy Walsh | Leocadia Kittner |
| Betty Eggert | Nanine Bilski * |
| Ardith St. John | Bruce Dowling ** |

Jane Knoblock - representing Battistoni
Dennis McMullen - representing Grand Union

Dennis McMullen - I would like to run down the chronology of our involvement in the property before. It might help to explain our position....

I think we originally purchased the property from Lord knows who to be used as additional parking for the super market

For one reason or another we closed the store and ultimately didn't need the property. We continued to pay rent on our least almost up to the very end of our lease. We weren't really able to get an early termination of our lease, and we tried to sell the property.

The guy I worked with by the name of Peter Young contacted Helen Battistoni by letter in June of 1974 and he offered Battistoni Real Estate an exclusive listing to sell the property for \$50,000.

Another Grand Union real estate man picked up the file after June of '74 and there is some reference in here to several discussions he may have had with Helen Battistoni on trips he made through the area, but basically nothing happened on the property from June of '74 until I picked up the file in March of '75 and in looking through the correspondence I noticed that we were carrying this piece of property on our records at an asking price of \$40,000 not the \$50,000 that Peter Young had listed it with Helen Battistoni's - so I called Jane Knoblock and sent her a letter in March of '75 telling her to drop the purchase price to \$40,000. A few months later Jane was keeping us posted and was aware of the existence of the Friends of the Elmendorph Inn. Jane sent me a Gazette story announcing that the Friends were going to make an offer to purchase the property. When I got that article I went to my superiors and advised them it would be better off allowing the Friends of the Elmendorph Inn a chance to raise the funds necessary to purchase the property. Quite honestly, I felt that this was the best approach because of the historical value of the property and also I didn't think we would get an easy approval at the Planning Board if Dunkin Donuts were to come in and make an application. I felt we would have severe opposition. And I have experience in this area personally down in Hyde Park a couple of years ago when they were trying to get an environmental committee off the ground. The first heavy case that came up in that area was with my..EZ Shop presentation to the Planning Board...and it took me about ten minutes to

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** Executive Director of America the Beautiful Fund from Washington.

Dennis McMullen - realize that we better work with these committees or we will not get anything..... That's what I did. So at this point we had Grand Union executives not saying yes and not saying no, they were saying nothing which is one of the beauties of the corporation..... They just let it ride, we would see what the Friends of the Elmendorph Inn came up with. To this day I have never had a concrete proposal submitted to my office that the Friends will buy the property. We have every indication made to Jane and from Jane through me that you are trying to purchase the property.

Then we got a letter from Mr. Fredricks who I think is not necessarily with your committee but is with the Mid Hudson Valley Bicentennial and he directed the letter to our Public Relations people and asked if the Grand Union would donate the property. Public Relations transferred it over to me and we had a lengthy discussion on the phone and I think I was almost to the point of being rude but I told him in absolutely no way would Grand Union donate the property for two reasons- the economy and a complete change

Mr. Fredricks then wrote another letter pretty much saying the same thing, would we donate the property. It was almost as if he disregarded our telephone conversation, so at that point I wrote back to him and our Public Relations people wrote back and said it wouldn't be possible to donate the property.

Since then we had a whole bunch of letters from different members of the committee and Mr. Bowman, is it, he wrote and asked if the property were for sale would we give every consideration to the Friends of the Elmendorph Inn and would we think twice before we demolish the building.

In answer to that letter I had been here for months prior to Mr. Bowman's letter and I am establishing that I was representing the Grand Union and that the Friends did exist and we shouldn't destroy the building and we should give them every opportunity to try to buy the building. But, you know, I am interpretating just from the letter here, Mr. Bowman apparently in writing didn't know that the property was for sale and didn't know that we were refraining from doing anything other than giving the Friends a chance to buy the property.

A letter from Mr. Fell regarding a fair purchase price. So I take you back to my review of the file when I recognized that the property was being listed at \$50,000 when in fact we wanted to sell it at \$40,000 and I contacted Jane immediately.

And if we do sell the property at \$40,000 we are basically coming out even. I think we might have purchased the property for slightly less than that and what we got here is a couple of engineering costs and broker's commission, it adds up to \$40,000. So, if you are talking about a fair and equitable price for commercial piece of property, what we paid for it, six years later it's better than an even break to anybody who buys it.

And letter from Rosemary Coons and you addressed it as someone who can see the value of the property, well I can, and I base that on my experience down in Hyde Park. You don't have a New York City area up here in Mid Hudson Valley and it should be preserved. So, all I can say is we are running a business

Dennis McMullen - here and we are running a business under tough conditions right now...I think if we can keep management at bay and they have been listening to what I am saying about the Friends of the Elmendorph Inn and they have not pressured me to really put out circulars on the market on this particular piece of property. I think they do recognize the value of the property from a historical point of view as beyond the commercial aspect of it.

And again the mayor wrote about a fair purchase price and I maintain that \$40,000 is about as fair as you can get. So,, Mr. Wood wants me to respond individually to your letters and I'll do that as soon as I get a chance, but the Grand Union cannot give the property away. And they are perfectly willing at this point to give you every opportunity to buy it, but we will give no written guarantees on that but I think it's not a bad situation to be in if you can take their word for it....

Jane is caught in the middle of this situation, she's the broker and she is listing the property and I think she is entitled to a commission on the sale of the property and so a commission is another consideration to take into account. We are kinda locked in with Jane. I can't give you any written guarantees that I'll sit back and wait for you to come up with the money, but on the other hand I have no written evidence from the Friends of the Elmendorph Inn that they want to buy the property so if we approach this from a strictly business point of view I am taking your word that you are trying like crazy to come up with the money to buy the property and I ask you to take my word that we will do everything we can to give you every consideration to buy the property and definitely we have no plans to demolish it. And I really would caution you, the sale of the property to any of the commercial fast foods operations that may be operating in the area - that's about all I have to say.

Rosemary Coons - Mr. McMullen, are you prepared to answer five hundred letters because that's how many letters will be going down there next week.

Dennis McMullen - I said to my wife this morning I thought there was a letter writing campaign on the way..and
Yeah, I would. .
If I have to answer them with a form letter, I'll answer them with a form letter but I prefer to do it personally.
I will say this, that the letters will be directed to my attention even if they are sent to Mr. Wood.
I think you have got to understand that the corporation didn't slough off any of your letters, that there was a good deal of consideration in the past week and a half on this particular subject.

Betty Eggert - May I ask this. If your corporation is aware of the enhanced value of their property, if, indeed, the Elmendorph should be restored.

- Dennis McMullen - If we own it and you restore it?
- Betty Eggert - No, but you still own the building adjacent - do you not?
- Dennis McMullen - No, finally our lease expired. We may have terminated it a litter earlier, I'm not sure.
- Betty Eggert - Oh, I see.
- Dennis McMullen - We terminated that - we closed that store and the other little one we had in Red Hook a couple of years ago when we opened the family style.
- Jane Knoblock - Rhinebeck.
- Betty Eggert - Who owns the lease on that.
- Jane Knoblock - It's owned by a Harold Miller in Hyde Park - Poughkeepsie.
- Dennis McMullen - Where do the Friends of the Elmendorph Inn stand as far as purchasing the property goes. Nobody's committed one way or the other. I don't think anybody wants to.
- Joseph Zalenski - Well, right now, we aren't doing that well. But, well, I don't like to answer a question with a question but I have to. What are you basing this \$40,000 on. What you paid for it or what that property is actually worth right now?
- Dennis McMullen - Neither. I would say that that's-...Am I being quoted in the papers perhaps?
- Rosemary Coons - No, she's our secretary.
- Dennis McMullen - The \$40,000 is my estimate of the fair purchase price based on what you people are doing and on what we paid, it's a combination of the two.
- Joseph Zalenski - Why, would you say commercially this is worth more than \$40,000? Do you feel it's worth more than \$40,000?
- Dennis McMullen - Today, yes, I would say that's about right where it is and I base my experience on finding EZ Shop locations throughout the Mid Hudson Valley here, Kingston, and Wappinger Falls, Hyde Park, LeGrange, Hopewell Junction, Fishkill. None of the land owners were embarrassed about ripping us off...why land prices.....
- Betty Eggert - Is EZ Shop a subsidiary of the Grand Union?
- Dennis McMullen - It was until we sold it to Convenience Industries of America.
- Betty Eggert - You no longer have any connection with that.
- Dennis McMullen - No - we still...The deal where somebody built some of the buildings for us and we leased to EZ Shop and we subleased them to a third party. Now, I'm indirectly in between the two and if there is any damage to the building the landlord

Dennis McMullen - is going to come to me and I have to go to our sub-tenant and all three of us have to work out any problems that may arise, but basically we are out of the business, we have nothing to do with the operation of the stores, I think \$40,000....

Joseph Zalenski - So, in other words what you are saying Dennis, that you felt that you have been ripped off by a few land owners that you gotta pass this rip...

Dennis McMullen - No, you are misinterpreting completely. What I am saying, Jane, what would it cost me to put an EZ Shop on a piece of 150 by 150 commercial property in Red Hook? Could I get a piece for \$20,000?

Jane Knoblock - Commercial?

Dennis McMullen - Joe, you ask that of any broker in the area....that's ... Ask Paul Fredricks, he seems to work in real estate, ask him what he would sell me a piece of property for. If it had a house on it, you are talking about \$1,500 demolition. There's a lot to consider when you buy a commercial piece of property. We didn't zone it commercial and I don't want to get into a zoning thing, it just happens to be a situation to fit our supermarket but at this time the supermarket is gone...so...it's still a commercial piece of property and beyond what it is, we've got a charge on our books, and I think that anytime somebody buys...If you bought your house six years ago, would you sell it for the same price today as quoted in the deal. You would say there is an inflation factor. In fact you have to tack on ten percent, ten percent...whatever it was that the cost of inflation..cost of living went up every year to come out even. What I am saying now is we are holding that same purchase price even though five or six years have gone by.

Rosemary Coons - Mr. McMullen, I'm going to bring up a nasty subject. Is it not true that someone higher up than you in the Grand Union Company, and you may deny this, but was willing to donate this property until you put a stop to it.

Dennis McMullen - It is interesting that you should bring that up. I am here and anybody higher up, and most people in the company are higher up than me aren't. You talk about my credibility, go down to Hyde Park and ask the Environmental Committee, they know who I am and they know my word is my bond. Why did you say that. Have you heard a rumor somewhere?

Rosemary Coons - I don't think it's a rumor.

Herman Gorgans - Well, we are not doubting your credibility, Dennis.

Dennis McMullen - I deny that, I don't have any decision making capacity. My responsibility is to sell these properties and sub-lease these closed stores,

Helen Garlinghouse - What I can't understand sir, if this is good commercial property, why did Grand Union move out of there in the first place?

Dennis McMullen - Because we opened a newer store...

Helen Garlinghouse - I know you opened a newer store. But if that's such a good shopping area and good commercial property, the necessity to move wasn't there

Dennis McMullen - Yes, it was. Just because it's...I didn't say it's a good commercial property, I said it's a commercial property.

Helen Garlinghouse - Yes, but in the dead end of town.

Dennis McMullen - It is why we moved out, I guess and also we consolidated our two operations.

Helen Garlinghouse - Right, now if someone were looking for a commercial piece of property in here, they would not go to that area.

Dennis McMullen - Well, I don't know.

Herman Gorgens - You were generalizing before on your value of commercial property. I think we gotta narrow it down to the specific building and the location that it's in. And I am curious to know what an independent appraiser would bring on that property as it stands today in its location. I know what you paid for it and I know the dollars involved, but that's one facet of it, but I would like to know. And that thing about six years ago, you can't say that today anymore because some properties are going down and others are going up. This one, to me, if anything, if it's breaking even it's lucky.

Dennis McMullen - OK, to the Grand Union it's worth what they paid for it, at least.

Lottie Kittner - Sometimes you take a loss from what it's not..what it's worth. You haven't even...what are your offers, have you gotten any offers, obviously if you have a \$40,000 price tag on it and no one came, it's not worth that.

Dennis McMullen - That's not true. The reason that we are all here today is to answer the question will Grand Union donate the property to the Friends of the Elmendorph Inn and I state that they will not

Herman Gorgens - OK, then thanks a lot.

Lottie Kittner - That's your department.

Dennis McMullen - Anything I say beyond that, I'm only here to discuss the matter with you, but...

- Jane Knoblock - If you people had come up with a counter offer..
- Dennis McMullen - You haven't even come up with an offer.
- Jane Knoblock - Not even an offer.
- Joseph Zalenski - No, that's true.
- Dennis McMullen - But you have announced in the papers that you will purchase the property.
- Joseph Zalenski - That's true.
- Herman Gorgens - You've made a decision that you are not going to donate the building. You're telling me then that that's a Grand Union decision. You said before you don't make decisions, I am assuming that somebody did.
- Dennis McMullen - I resent totally that anybody speculates that I am the guy who is holding you up....
- Herman Gorgens - No, I'm not saying that. I am saying...you said a few minutes ago
- Dennis McMullen - Rosemary did.
- Herman Gorgens - that you don't make some of the decisions, but you are here in their behalf as their representative and you just said now that you will not donate the building, so that someone decided that..
- Dennis McMullen - That's right.
- Herman Gorgens - OK, that's a decision of the Grand Union Company. Now we'll take it from there. Before we will talk further we need a meeting because you caught us totally unprepared yesterday. A phone got picked up and said I am coming up tomorrow morning. I would be obliged for a couple of days or a week to know you were coming and then...
- Dennis McMullen - May I point out that I have been here before and you have had two months to discuss this.
- Herman Gorgens - I never talked to you.
- Dennis McMullen - I talked to Joe....., didn't you know I was here.
- Herman Gorgens - I knew you were here, but I understand you came up and were going to look at the building, I didn't know what the particulars were
- Joseph Zalenski - Also at any time no condition was made on anybody's side it was just a friendly meeting, we looked at the building, right?

- Dennis McMullen - The answer, the reason I came up last time, Joe, was because I was barraged by Paul Fredricks letters asking would we donate the building. I told him on the phone I wrote him,.,
- Herman Gorgens - Dennis, the timing wasn't right.
- Lottie Kittner - All right, may I say something. Mr. McMullen, I think what you are saying is that someone wrote letters asking for donation. He was writing...all right, let me say.. give you a history so you should understand what the theory behind this was. We have a group of interested citizens here who want to buy quote the building. It's not an easy thing to do to amass money, especially when you know how much you have to put into that building. It's almost like a tough situation but we still have interested people. Paul Fredricks is in the real estate business but he was also in advertising. He kept saying you are going about it the wrong way. If you are dealing with the real estate department his little world is real estate. What you want is another department. How about trying the Publicity Department, that's who is going to do it for you, real estate can't give you anything, it's the publicity. If we give them something back, other than, so, therefore, he wrote. That is not a negative thing. It was not....it was just trying a different avenue, now you cannot fault that, or can you.
- Dennis McMullen - Well, I just react too quickly to it, because before I went to the real estate office, I was assistant to the director of the Public Relations, and I know what's going to happen.
- Lottie Kittner - All right - what is going to happen.
- Dennis McMullen - They are going to send it right down to real estate.
- Lottie Kittner - Fine, fine, so now that you are aware of it. Now if there is another barrage of people, and public reaction is, you are going to tell me that that's not going to have an effect?
- Dennis McMullen - They are going to say, who's in charge of this project.
- Lottie Kittner - Fine, but if we are giving fair value in other ways, now you can see, if you've been in advertising then you know what we are talking about. I'm not talking of dollar for dollar or something else.
- Dennis McMullen - But Grand Union is, I'm sorry, I know it sounds mercenary but we got this asset and we just can't give it away. That's the position we take.
- Lottie Kittner - You haven't asked that, but really the price you put on it is the whole idea, how could you possibly put that price on it in all fairness. Aside from what you paid for it it's deteriorated, even more so in the five six years

Lottie Kittner - because nothing was done. It hasn't been enhanced,

Dennis McMullen - Now from the business point of view, we are talking about demand ok and being all bent out of shape here from the McMullen point of view we are talking about the value of the building ok. It really hurts me to the quick that comment Rosemary, I don't know where you got that from.

Lottie Kittner - Isn't it a fact that Grand Union does really not own property per se, they really mostly lease?

Dennis McMullen - Yes, that's all I can say

Lottie Kittner - Yes, and isn't it a fact that it was quite a surprise to some members of a department that you did own a piece in RedHook.

Dennis McMullen - No, I don't think so, because we've been leasing it ourselves to Mrs. Beckvermith over the years. We were well aware of it that we owned it. Any time we...

Lottie Kittner - Your department was aware of it but other departments were not.

Dennis McMullen - There is nothing unusual about that.

Lottie Kittner - That's what I'm saying.

Dennis McMullen - I don't know what advertising is doing.

Lottie Kittner - Obviously, one department doesn't know what the other department is doing. But going through another department is not necessarily trying to crush your department now, that's all I'm saying.

Dennis McMullen - There's nothing wrong with that, but there are 500 letters on the way to God, I'm going to get them next week.

Lottie Kittner - Fine, but in the meantime they go to somebody else - that's all.

Dennis McMullen - All right, we've been to the top of the mountain with just more letters....

Rosemary Coons - Mr. McMullen, obviously when our Congressman who is going to write a letter and our Assemblyman and our County Executives, who are all writing letters, obviously they are not going to write to you, they are going to write to the President of the company, that's where it goes. They are not going to write to Jane, they are going to the top. And if Mr. Wood does not pay attention, he is not a good president.

Dennis McMullen - See, now you are ignoring that he paid attention. And I'm telling you that for two weeks we have been talking this over. What do you want?

- Lottie Kittner - Some consideration, Right now you are talking from the real estate angle - how much do you want to buy it for. What we would like is - talk - rather than what is our offer. You keep on coming back to that, what is our offer.
- Dennis McMullen - That's my purpose, I want to round you all up and get you together and tell you that property is for sale..and it's for sale at a good price.
- Lottie Kittner - OK, we have visions, can you blame us for them.
- Dennis McMullen - No, I absolutely don't.
- Lottie Kittner - OK, encourage us.
- Jane Knoblock - I think you should know too that Dennis has tried to get into the Bicentennial spirit, he went to Williamsburgh and you know.....
- Dennis McMullen - Well, beyond that, I have to put out a monthly report.
- Lottie Kittner - That's your department - right.
- Dennis McMullen - OK.,,well, also
- Lottie Kittner - We understand that, you have a job to do.
- Dennis McMullen - I have to put out a monthly report on these properties and if we could get those monthly reports, I think you'd find that I've made comments to the effect that we should sit back and wait for the Friends of the Elmendorph Inn to do this, they raised so much money here. The last thing I think you said you had a thousand dollars raised the last time we met, whatever it was.. If we talk from a business point of view, my next report will be I don't think the Friends are in a position to buy it because one, they havent...we met and even then they did not indicate to me that they wanted to buy it and I think that would be a fair statement.
- Lottie Kittner - Because we have other visions.
- Joseph Zalenski - Let's put it this way..we want to buy it, but not at that price.
- Dennis McMullen - Make me an offer.
- Lottie Kittner - One Dollar and other good and valuable considerations.
- Rosemary Coons - One Dollar, right. And a lot of good publicity for the Grand Union.
- Dennis McMullen - That is the decision making power I have, namely, should I or should I not make a presentation to our real estate committee to approve an offer that is submitted to us.
- Lottie Kittner - But if there are other values that you can get for it. Something that you cannot put your hand on, but it's far more valuable to you. You certainly could afford it

- Lottie Kittner - you know, the publicity, I mean, you certainly could use it , not afford it.
- Herman Gorgens - Do you know off hand what Grand Union is worth as a company - total?
- Dennis McMullen - That has nothing to do with it.
- Joseph Zalenski - I don't think we are really concerned with ...
- Dennis McMullen - That has nothing to do with this. you know, what do you think it's worth.
- Lottie Kittner - We want to give fair value
- Dennis McMullen - What is it worth
- Herman Gorgens - Right in that area
- Jane Knoblock - Give me a chance to come up with some comparables.
- Joe Zalenski - OK
- Jane Knoblock - And I would suggest that you people
- Joseph Zalenski - This building sold for \$40,000 - this is a well manioured building, this is a livable building and you can't compare something like this building to the Elmendorph, in no way.
- Dennis McMullen - I don't have to, Joe,
- Joseph Zalenski - Then I don't see what you are basing this \$40,000 on.
- Jane Knoblock - Why doesn't the Friends of the Elmendorph get an independent appraiser,,, you know, he's independent..
- Rosemary Coons - We know what the assessed valuation is.
- Jane Knoblock - That has no bearing. The assessed valuation, I don't know of anybody in this room who would sell their house or property for what the assessment is on their property.
- Rosemary Coons - I don't know anybody who would buy the Elmendorph Inn for \$40,000 .
- Lottie Kittner - Obviously, because it hasn't been bought.
- Jane Knoblock - Well, why don't you people have a meeting. Dennis has presented their side, he probably would like to hear what you're doing.
- Dennis McMullen - How many of you have not been in the building.
- Lottie Kittner - Have not been in? I have not been in.
- Jane Knoblock - If anybody wants to get in...

- Dennis McMullen - You know, Paul Fredricks, whether he is a member of your committee or not, he claims to have done some brownstone restoration down in New York City and I think he was ill when he went in there, do you know what you are getting into as far as restoration goes, it's a lot of work, Buying it would be a drop in the bucket..
- Lottie Kittner - It would be a labor of love.
- Herman Gorgens - I am in the architectural profession and I've done a few buildings, and we are doing one now that I would rather not be ..and she knows which one it is. But it's getting there,
- Betty Eggert - I understand it is.
- Herman Gorgens - I looked at the building, I think it's worth it. Very simply, I know what I'm saying, I know what has to have to take....
- Joseph Zalenski - It's worth restoring, it's not worth it.
- Lottie Kittner - It will never be worth what you put into it.
- Jane Knoblock - This is a sample of some notepaper that's really gorgeous. It's a design of what the building could look like, and you are selling it..
- Herman Gorgens - Yes,
- Dennis McMullen - Have you got an estimate of costs to restore that building or what.-,
- Herman Gorgens - I wouldn't put a number on it, no.
- Rosemary Coons - We have a lot of volunteers
- Herman Gorgens - In this particular building we cannot put a number on it because there are going to be so many variables as you go along. You got to open it up a little bit more and find out really what's there. We've looked at it to a great extent, I know what the problems are, and I know how they can be solved. There are a few problems in the building. That's just to get it structurally in shape. That's of first and primary concern. And it isn't that bad as far as that is concerned. But there is a lot that has to go in , and you know, as far as I do, you've been in the building, you know what it looks like. This is not going to be a year or two either. This is going to be a lot of time and a lot of effort and a lot of people involved and there's got to be good direction in the whole thing up and down the line, and I know it's going to be one helluva job but that job can be done. If I know it can be done, I think it can be done. I'm not blowing my own whistle at this point, I've been in buildings like this before. It can be done, the building is salvageable. There's no question about it.

- Lottie Kittner - But not to any commercial establishment.
- Herman Gorgens - No, Anywhere else I really don't think it would happen. I'll ask you too. Do you think so. If it happened in another vein.
- Dennis McMullen - The restoration of the building.
- Herman Gorgens - Not the restoration, using the building.
- Lottie Kittner - It would have to be demolished by anyone else who bought it.
- Dennis McMullen - From the commercial point of view, sure.
- Herman Gorgens - Like what.
- Dennis McMullen - Any commercial, retail, office complex.
- Herman Gorgens - In the existing building.
- No,
- Herman Gorgens - You mean down with the existing building and up with the property, that's what you're saying.
- Dennis McMullen - If you are going to start from scratch. The land is important from your point of view. I still maintain from my point of view the house is important too.
- Lottie Kittner - Only from our point of view, not anyone else's.
- Herman Gorgens - Without the house we have nothing.
- Joseph Zalenski - Without the building you can have the property.
- Dennis McMullen - I understand that.
- Betty Eggert - Wouldn't it be fiscally advantageous to Grand Union to give us and to ,
- Herman Gorgens - That's what we're talking about.
- Betty Eggert - I mean as a gesture of good will to the community but also taxation rights.
- Lottie Kittner - And publicity,
- Dennis McMullen - I'm sure there are some advantages and it has publicity value but I do know that we did hold meetings and we did discuss this fact and the answer was negative.
- Lottie Kittner - Well then you have to go back and be more positive.
- Rosemary Coons - And you have to go back and read 500 letters.

- Dennis McMullen - I'm done. I'm up here for the purposes of telling you people that the house is for sale, and I honestly feel in my own heart that I've taken one step in dropping an incorrect asking price of fifty to forty thousand dollars. I rectified the mistake, all right.
- Joseph Zalenaki - Are you saying we are willing to negotiate another price other than the forty or are you firm.
- Dennis McMullen - I think, and I would talk to you just the way I would talk to anybody else who's looking to sublease our stores. We're pretty close at it at forty so don't change the price too much.
- Lottie Kittner - Spoken just like a real estate salesman.
- Dennis McMullen - Sometimes I ask \$4 a square foot for a store and the guy says how much flexibility do we have there, I say, you're pretty close to it, can't put it at more than twenty five cents.
- Rosemary Coons - Mr. McMullen, I think if you are firm on the forty then we should go completely the other route and go for the dollar.
- Dennis McMullen - The what?
- Rosemary Coons - The dollar,
- Lottie Kittner - Mr. McMullen, is it possible to have a meeting with any other members of any other department. Let's take the publicity department.
- Rosemary Coons - We'd be glad to meet with Mr. Vailancourt.
- Dennis McMullen - I...
- Lottie Kittner - This is not..this is just a question, an open question. This is not in any way to knock your department. We know you have a job to do, that's your department. How about another road. Can you fault us for that.
- Dennis McMullen - I think one of the things we can celebrate in this bicentennial year is the freedom of choice, you can do anything you want. You can call Vailancourt, you can call Wood. I really prefer that you wouldn't, but if you want to.
- Lottie Kittner - Fine.
- Dennis McMullen - Because I'm going to be sent back up here again and we are going to sit down here and kick this dead horse some more.
- Lottie Kittner - I can't believe that,
- Joseph Zalenaki - Are you saying that they wouldn't want to meet with us.

- Dennis McMullen - I don't know, I can't speak for them. I say I want to meet with you and I'm here. If Mr. Vailancourt wants to come up here or bring you down there, I'm sure. Knowing him personally I'd say he probably would, he's a nice guy.
- Herman Gorgens - Was he in on the meetings over the past week or so.
- Dennis McMullen - No, he's had meetings with me. His immediate boss, Floyd Rogers and I got together and Floyd Rogers got together with Wood, so indirectly all four of us had been involved in it.
- Joseph Zalenski - So all you are telling us right now is where you stand period.
- Dennis McMullen - Well, ok, I'd like to sum up my position.
- Betty Eggert - Are you acquainted with the National Trust for historic preservations, or their publication called Preservation News. Are you acquainted with that?
- Dennis McMullen - I'll tell you what I am acquainted with. There's a house down on River Road about a half a mile from Grand Union Headquarters, the name escapes me.
- Betty Eggert - Where's that.
- Dennis McMullen - New Jersey, Fairlawn, New Jersey. They were just...they have a house that was just declared a national historic site, they got some kind of a funding. They got backing from the federal government, so a friend of mind and I took a tour of the house one day and they got a long long way to go and you know, they are all very positive in their thinking about getting this house restored as it should be. They are probably going to dig up the entire property and sift it....
- Betty Eggert - An archeological dig.
- Joseph Zalenski - Most of these things are a long long way to go projects.
- Dennis McMullen - But, to get where they are, it took them four or five years of hard work to buy the house for \$200,000, and as it stands...
- Betty Eggert - How much property does it have.
- Dennis McMullen - It's considerable. It looks like a small farm unit, with a barn...
- Betty Eggert - A big house
- Dennis McMullen - Yes, Well, I don't know, I'd say it's about the same size as that but it's all stone.

- Betty Eggert - The National Trust is an enormous organization and then they put out a regular newsletter which gets into the hands of thousands and thousands of people throughout the country, and I can just see Grand Union gives property in Red Hook, New York of a 1700 building. You know, we could do a lot for the Grand Union with the publicity that this committee could generate. Not only in our own community Red Hook, Rhinebeck, Dutchess County, New York State, but throughout the country, truly. This is a very early settlement which you probably know from publicity which has been sent to you and with the addition and with the impact of more eighteenth century buildings being renovated in the area, it becomes pretty important. And as they become scarcer, it's going to be growing more. I wrote a letter too, but didn't send it out in time for you to receive it.
- Dennis McMullen - I can understand your feeling completely about the problem. I'd like to see you restore it, but I keep coming back to the purpose of my being up here was to tell you that all these letters have been reviewed and the decision is that we want to sell the property.
- Lottie Kittner - Up to this point. How would it affect your department if it were let's say went into another department's hands. What would,...would it please you to get it out of your hands?
- Dennis McMullen - It won't get out of my hands.
- Lottie Kittner - In other words, the decision making out. Certainly you're not the final word on whether it is given or not. Up to this point you are, is that what you are telling us?
- Dennis McMullen - I don't understand.
- Herman Gorgens - You're relaying a message.
- Lottie Kittner - You're relaying a message. Obviously it was based on a recommendation from you.
- Dennis McMullen - Among my discussions with Grand Union's president and Grand Union's vice president in charge of Public Relations, they've asked me to get together with you. So in answer to the letters on Mr. Wood's behalf the property is not available as a gift at this time.
- Herman Gorgens - So you went to the top of the mountain.
- Dennis McMullen - That's right.
- Herman Gorgens - The top of the mountain has spoken.
- Lottie Kittner - But he hasn't gotten the deluge yet.
- Dennis McMullen - As I say,....

Herman Gorgens - He knows it's coming.

Rosemary Coons - This is just the tip of the iceberg.

Joseph Zalenski - Yes, ok.

Herman Gorgens - Well, I really have to go. Joe has to go, his business is shut down right now. Mine is floating out there.

Dennis McMullen - Good. I'm sorry I couldn't walk up here and give you the deed, but I just can't do it.

Rosemary Coons - Next time maybe.

Dennis McMullen - OK, thanks for coming.

Rosemary Coons - Would you be good enough to give this to Mr. Wood.

Joseph Zalenski - Thank you too.