

SULLIVAN COUNTY VISITORS ASSOCIATION MINUTES
100 Sullivan Ave., Ferndale, NY, July 28, 2015

Present: Roberta Byron-Lockwood, Herb Clark, Phyllis Andrews, Elaine Fettig, Alan Rosenblatt, Scott Conley, Rick Lander, Jennifer Grimes, Steve Vegliante, Richard Glisson, Matt Wein (via phone), Elaine Giguere (via phone)

Absent: Sonja Hedlund, Darlene Fedun, Stacy Cohen, Paul Carlucci, Franklin Trapp

Call-In Number: Board members not able to attend a meeting may conference call in (712-432-1500 access code 778746#). Please let us know ahead of time if you will be using this option.

The meeting was called to order at 8:35 a.m.

Minutes: The minutes of the June meeting were emailed & attached. A motion to accept the June Board minutes was made by Fettig and seconded by Lander. Approved.

Financial Report: The Financial Report was attached. The county says the bed tax is down by \$10,000 this year. It will be made up by deduction \$5,000 for each remaining quarter of 2015. There was a question regarding why our rent was down over last year. It is the same as last year however the difference is due to when the rent payment is made. Everything will even out as we progress through the year. A question was raised as to what uncategorized income means. It is \$ that are taken in for a particular special project which will have an equal out going expense. A motion to accept the financial report was made by Lander and seconded by Fettig. Approved

Membership Report: The membership report was attached. A motion to accept the new members was made by Vegliante and seconded by Lander. Approved.

COMMITTEES:

Executive Board – The Executive Board met and discussed payroll raises for the staff who have not had a raise in over ten years. A motion was made to increase pay for each staff member by 8% retroactive to January of this year with annual reviews done in January of each year. A motion to accept the pay raises was made by Vegliante and seconded by Glisson. Approved.

Membership Drive – Business cards have been sent to each Board member to use when visiting businesses in their areas.

ACTION ITEMS

Interns – Each of our two new interns are working out well. They are a great asset to the office.

UPDATES

CFA – Our CFA (Consolidated Funding Application) for \$3.8-4.8 million will be submitted by the end of the month. If awarded, it will be used for a visitors center/virtual concierge w/experiential center located at exit 106 providing easy on/off of Rte. 17/I86. We have been in discussion with Tim Lies (EPR). It will be a state-of-the-art facility with staff, full services, parking area, special event space (beer/food tastings, etc.), exhibit area and much more. The building will be 7,500 square feet located on 3 acres featuring green technology, car charging stations and will be used as a hub for buses and car rentals. Since CFA monies are not presented until after the project has been completed, EPR has agreed to provide the dollars necessary and be reimbursed later. We will be emailing a sample letter of support to everyone shortly and need them back ASAP. They will be included with our funding application.

Maps – Fresh from the Farm is at the printers. The Artisanal Beverage Trail is in its final stages. The museum rack card has some changes on the map that should be made. It also needs to be in a “layer” file.

Casino Update – Awarding of the licensing for the casino will potentially occur at the end of September. Clearing of the land, etc. has already begun.

NEW BUSINESS

Air B&B – Our intern sent emails to Air B&B and Homeaway members. We received some responses and the county Treasurer’s Office received many more.

Legends Golf – We have been in talks with them regarding the new Monster Golf.

Trade Shows – We will be getting back into the trades shows and international. We will be presenting next year’s shows in the near future and are already promoting new conventions for the casino property with 2017 potential.

Next Meeting – August 25 at 8:30 a.m. in the SCVA conference room.

Adjournment – The meeting was adjourned at 10:10 a.m. with a motion by Lander and a second by Grimes. Approved.