



**Board of Directors Retreat Meeting Minutes**  
**December 7, 2018 – The Arnold House**

<b>Present</b>	<b>Absent</b>
Jim Bates Eric Egeland Karen Fisher Gary Schmidt George Kinne Jay Quaintance John Brust Jonathan Schiller Kevin McLaren Larry Wolinsky Matt Dorcas Michael Zalkin Randy Resnick Roberta Byron-Lockwood Alan Zuckerman Ian Blumenthal Jerry Skoda Lynne Freda Josh Potosek	Steve Vegliante Fred Stabbert Gary Silver Jeff Siegel Jaime Schmeiser John Conway Michael Dollard Tammy Mangus Laura Quigley

Also present: Marc Baez, Jennifer Clayton, Christopher Lockwood and Jen Cassaro

**Call to Order:** Let the record show there was a quorum. Chair Jim Bates called the meeting to order at 8:15am. Jim thanked Karen for her years as chair.

**Approval of Meeting Minutes:** John Brust motioned to accept the November board minutes and Jerry Skoda seconded, all were in favor, none were opposed. Motion was passed.

**Approval of Schedule of Payments:** Randy Resnick motioned to accept the November schedule of payments and Gary Schmidt seconded, all were in favor, none were opposed, Matt Dorcas and Eric Egeland abstained. Motion was passed.

**Financials:** Eric Egeland went over the financial. Everything looks good going into 2019. Annual meeting income is down but overall expenses were down for the month. Eric Egeland

motioned to accept the November financials and Larry Wolinsky seconded, all were in favor and none were opposed. Motion was passed.

Eric went over the 2019 draft budget. It is about 2% up from 2018 due to CEO contract, salaries and insurance increases. Over the past few years, the trending shows that the Partnership income has been going up. Eric recommends that the budget be approved as is. Alan Zuckerman motioned to accept the 2019 budget and Kevin McLaren seconded, all were in favor and none were opposed. Motion was passed.

Marc stated that there has been lots of activity going on in the county. Chatwal, Hurleyville, Kartrite and on our main streets. Membership numbers are down and we are working on getting it back up. Annual meeting was down; there were a lot of events going on that day. We did notice that we need to work on better outreach and communication with members.

Old Route 17 study – the County has stepped up and is a big supporter of the project. There has been interest in the corridor and now we need to get it shovel ready for development. Delaware Engineering has given us a presentation to show what we are planning to do and to get the sites ready. There are challenges working with multiple municipalities and we are working through those challenges. On December 19 we have a meeting with Walter, Ira and Delaware Engineering to see what the next steps are. Need the IDA board to get behind the corridor. Ira said he will do whatever needs to be done to get this through. We need to meet with land owners and get them on board with the project. We will work landowners who want to do this project and are reasonable. George stated that landowners would need to have water and sewer to the sites and if the cost is \$30,000 per acre and sell for \$40,000 the \$10,000 should go back into the fund to offset the costs of getting water and sewer to other sites. But pre-approvals are needed on those sites. Michael Zalkin asked what would be done if the owner wants an outrageous price, do we have a set price in mind. Marc stated that we do have a set price and we will not work with owners looking to be “pigs”. Reasonable prices are encouraged. Ian stated that we may encounter owners wanting more than the land is worth, can it be worked into that when sold can give them “stock options” over so many years. John Brust stated we will move on if the owners are unreasonable, will not beg for them to be part of the project. We will be going for grant money and funds to do upgrades/improvements on the properties.

Water parks update – a presentation was done and sent out to Great Wolf & Kalahari. Hopefully, Kalahari will be coming up in the next few weeks to tour the county. The consultant for Kalahari knows the area and called to say they would be interested in seeing what sites would be available. Lynne said that the water parks are clustered together and self contained. We showed demographics from the Catskills vs. Poconos and where do they draw from. Poconos from the Philly area and Catskills will be from NYC area. Have 4 potential sites to show them.

Corporate Retreat Venue – looking at the backside of Grossingers site, water & sewer is the issue right now. They do not want the golf course but would want access to it. George said there are Brownfield incentives for developing on the site. The state let us know that we are still in the running.

Workforce has always been an issue and the lack of training programs. We need people to train. Alan Z stated that this discussion has been ongoing for years. If you don't have a way to make a living people will not move to the area. Roberta sits on the workforce roundtable and stated that we all need to work as a team in the hospitality industry. We have the capacity to house people while they are getting trained but we need to have the jobs at the end of the training so they stay in the area. Jay stated that SDTC has a need for training for the jobs that they have coming on line in the next few years. CRMC also needs jobs filled. Larry asked what are site selectors saying; can we fit it on a site and where are the workers coming from.

SC Chamber & Workforce are doing an external market program as to why someone should move to Sullivan County not just why you should visit or move a business here.

Housing developments – 3 large ones going on now in the Town of Thompson & Village of Monticello. Chris has been attending zoning & planning board meetings on them.

Millennium Pipeline is testing and should open in a few weeks. Marc has spoken to Mirabito & Leatherstocking and got them the usage figures to see if it was worth it to put in a line. They have planned out the shortest route. Pursuing natural gas to Sullivan County – how does the board feel about. Ian stated that the price would be a selling point and it is cleaner. Jim stated that site selectors want water, sewer and natural gas. Jerry said to avoid talking about fracking, focus on the line already here, usage that has to be trucked in to businesses, how to package and present to the public. Randy said we are a long way from having natural gas. Leatherstocking needs real usage to make it worth wild. Jerry said they have run a line from Millennium to Delhi. Need a list of selling points, talking points with priority being the Old 17 Corridor.

Creamery at SUNY Sullivan – this is the 1<sup>st</sup> of this scale and size at a community college. Have some funding in place and need the rest. Accepted in Start Up NY program. This will be a model for the dairy industry and gives the students a chance to work at the facility. There will be no cows on site; they will buy milk in bulk from market. Jerry said that this start up is great but his concern is to have the facility at the entrance of the college, look at the aesthetics, make it right now because you cannot change it later once it is built, make it look appealing.

Sullivan Fabricators is almost ready to start making racks.

Membership: we have hired Capacity Marketing to handle membership. Matt Dorcas stated that they have reached out to 300 businesses, new & drops. Have closed \$9,000 in membership so far, have a member that is upgrading to Gold and a drop that is considering Landmark. Not limiting to Sullivan County but regionally. Need to make sure members know what is going on. Get videos out there and more eblasts. Membership driven events. Jen Cassaro is construction a survey to dropped members to find out why they did not continue being a member. We will share the results when we get them. Jim said that as board members we should advocate to friends & colleagues to be part of the Partnership. Sullivan County is a unique place to do business, how to navigate business here. Mike Zalkin has met with Matt & Jen, they are smart & driven. How to retain current members but also get new ones. Value added such as blasts with new business, “In the Know” what can be sent out to members monthly to let them know what is

going on. Short videos to focus on members. The survey is being done to strategically get information out of members.

ABO – no news

3<sup>rd</sup> Lane - \$5M for the study has been raised. ELEC 825 has put funding into the coalition. We will begin to start asking for resolutions from the legislators, board of supervisors and members for support. Need to put funding into the process over the next few years. Governor's office is behind this. This will help to take care of the congestion.

Committees: please look over the listing and let Jennifer know if you want to continue on the ones you are listed on or move to a different one. Matt has suggested that we make membership/marketing into two separate committees and Matt suggested that Michael Zalkin be the chair of the committee. Randy Resnick made the motion to make marketing a committee and membership a committee, Jay Quaintance seconded the motion, all were in favor and none were opposed. Motion passed.

SBDC has given us ½ of a list of Sullivan County businesses for free. We are going to purchase the 2<sup>nd</sup> half to have a current database of businesses in Sullivan County. The list includes business codes, contact information, addresses, # of employees, etc. This will be very useful.

What are we doing for existing businesses? We are looking to do specialty meetings with cluster businesses: manufacturing, construction, financial, etc.

In 2019 radio ads will be done for the loan programs and how we want to work with existing or expanding businesses. No restaurants, guidelines have been updated making the funds more accessible to more businesses, still need to partner with a bank, IDA, Planning Dept.

Want to do 4 member breakfasts in 2019. The business that does the breakfast pays for the breakfast; the Partnership will promote but not pay for.

Randy mentioned having a "Peer" roundtable. Having resources available to other members/businesses, quick easy advice to help answer any questions that they may have. Value to membership: how to help out our neighbors? What can each member bring to add value to membership, needs of the business? Michael Zalkin said to start a "business partnership group" to help out businesses through the problem that they are dealing with, lend a hand, advice forum.

Randy Resnick motioned to adjourn the meeting at 10:48am and Matt Dorcas seconded the motion. All were in favor and none were opposed. Motion was passed.