



Board of Directors Meeting Minutes
July 3, 2018 – SCP Board Room, Monticello, NY

Present	Absent
Karen Fisher	Abhay Jain
Jim Bates	Alan Zuckerman
Eric Egeland	John Conway
Steve Vegliante	Suzanne Loughlin
Fred Stabbert	Jacob Billig
Gary Schmidt	Jay Quaintance
Michael Dollard	Laura Quigley
Gary Silver	Lynne Freda
Jerry Skoda	Randy Resnick
Ian Blumenthal	Jonathan Schiller
John Brust	Tammy Mangus
Joshua Potossek	George Kinne
Kevin McLaren – via conference call	
Larry Wolinsky	
Matt Dorcas	
Michael Zalkin	
Roberta Byron-Lockwood – via conference call	
Steve White	

Also present: Marc Baez, Jennifer Clayton, Christopher Lockwood, Jen Flad, Sandy Mathes and Mary Beth Bianconi.

Call to Order: Let the record show there was a quorum. Chair Karen Fisher called the meeting to order at 8:00am.

Approval of Meeting Minutes: Gary Silver motioned to accept the June board minutes and Jim Bates seconded, all were in favor, none were opposed. Motion was passed.

Approval of Schedule of Payments: Jerry Skoda motioned to accept the June schedule of payments and Gary Schmidt seconded, all were in favor, none were opposed, Matt Dorcas abstained. Motion was passed.

Financials: Eric Egeland went over the financials. The County & IDA contractual payments have been received for the 1st & 2nd quarters. Financials are up. There is \$3000 in accounting & legal fees which is for the 3rd lane study. Over all financials look good. Dues are down but staff is working on contacting members that have dropped off over the years and contacting businesses for new investors. Jim Bates motioned to accept the June financials and Michael Zalkin seconded, all were in favor and none were opposed. Motion was passed.

Marc Baez spoke about the D&O policy for the organization. Due to a past claim the Partnership has issues with getting the D&O policy reinstated. The quote that came in from our broker was for \$20,000. Marc had made some calls and through his contacts, we received 3 other quotes. It will cost \$8,900 for the policy this year and it should go down after this 1st year.

Networking follow-up: have received good feedback on the event.

July 24 will be hosting a Sullivan County Catskills Showcase with SCVA at the Kartrite Hotel & Indoor Water Park site. Will be looking to attract external people: writers, newspapers, business journals, bloggers, etc. Roberta Byron-Lockwood has a listing that the invitation has been sent to. Sponsorship opportunities are available for the event. Be on the lookout for the event flyer.

2018 Election Update: There are 10 people running for the 7 available seats. Election ballots will be going out this week. Jerry Skoda asked about current directors that have not been attending meetings and what do the by-laws state. Karen Fisher stated that she is on top of this and that the seat of that director will be eliminated when the term is up and that will bring the number of directors on the board down.

Jennifer Clayton discussed the current accounts that we have at Key Bank for the SI Revolving Loan. Currently, the signers on the accounts are out dated and need to be updated. Jennifer suggested that we should have Marc Baez, President/CEO, Randy Resnick, Chair of Revolving Loan Committee and Eric Egeland, Treasurer as the new signers on the accounts. Jim Bates motioned to change the signers on Key Bank accounts to Marc Baez, President/CEO, Randy Resnick, Chair of Revolving Loan and Eric Egeland, Treasurer, and Fred Stabbert seconded the motion, all were in favor, none were opposed. Motion was passed.

Old Route 17 Corridor: The Town of Thompson, Town of Liberty, Village of Liberty and County of Sullivan have all agreed to participate in this endeavor and made agreements to finance. Identifying commercial/industrial properties along the Old Route 17 Corridor and where the best fit and sites would be. Sandy Mathes and Mary Beth Bianconi are the main contacts on the study and have been working hard on finding sites & property owners who would be interested in being part of the “right” to build endeavor.

Mary Beth spoke about the methodology and ideas that were used to determine the sites/properties that would be included in the study. They thought very big on the sites, crossed property lines and hope that owners will take part and sell into the lots. Old Route 17 was the guide to finding sites. There was a lot going on already in this area without the study. Anchor was water supply, transportation, other businesses in the area. Looking at with a fresh set of eyes: land uses, infrastructure are all taken into consideration. Parcel numbers were given to

Sandy and he drove around and found other sites, not only the ones that were indentified. Distribution centers and call centers need large parcels of land but not a lot of water/sewer is needed, mainly for employees, power is highly needed, natural gas is what they look for. Parking and roads on the map are in red and meets basic code. Marc has met with property owners who may be interested and the committee has met. Meeting was set up with property owners and brokers, 5 owners/brokers came to the meeting. Not just looking at "big box" companies open to all options.

Sandy Mathes stated that he is happy to be working with the Sullivan County Partnership on this project. This process will not be liked by everyone but there will be those that will embrace it. Once approvals are reached you are in the game and can move ahead. Green County had no projects in 20 years, no sites, and the IDA only met 1/4ly, they were not doing shovel ready not doing economic development. Sandy worked with the IDA and 2 business parks were done and money was reinvested. Have to go out and get the developers to come to us, can't wait around for them to find us. Get the sites and our name out there. Need the sites, the tools to sell, why they need to be in Sullivan County. Location is secondary. Manufacturing, industrial, commercial need sites to accommodate all these types of businesses. Sullivan County is prime for the economic development in the Hudson Valley. Sandy stated that they will be helping us with the CFA process, SEQRA, infrastructure expansion, water/sewer extension. Need land owners to participate and if they don't we will move on to the next property owner. Need to have 1 entity as controlling entity, 1 point of entry for inquiries, diversification of economy; we want a balance of all industries. 9 large scale business parks, 5 vibrant parks minimum. Want to attract people to the area, keep our youth here. Give more opportunities for jobs at all stages. Over 1,000 acres have been identified and all properties have been ranked and what would be appropriate to put there. Workforce housing is big near business parks-easy to get to work. Accommodate all businesses with a wide gamut of employment opportunities for all levels of education. Each map has keys to state acreage, rating, and what is best suited to go there. Sandy believes that food distribution will be a good fit for our area and these sites. Need cooperation from owners and can leverage and possibly get more funding to fix the problems, such as sewer. Water/sewer needs to be extended to these sites. Not only looking at using Old Route 17 but use of the side roads that will not impact residents. As we get further along will do a traffic study. Looking at not only the large sites but also smaller ones, all site sizes will be needed. We will get good and bad intensions from people. GEIS will be done to show largest impact that could go on a site, then go and get funding for the infrastructure and get sites shovel ready. CFA's are due the end of July and not awarded until December.

Gary Silver motioned to adjourn the meeting at 9:43am and Jim Bates seconded the motion. All were in favor and none were opposed. Motion was passed.