



Board of Directors Meeting Minutes
April 2, 2019 – Catskill Distillery, Bethel, NY

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

Also present: Marc Baez and Jennifer Clayton

Let the record show there was a quorum.

The board meeting was called to order 4:03 pm by Karen Fisher, Secretary.

Approval of Minutes: Gary Silver motioned to accept the March board minutes and Jonathan Schiller seconded, all were in favor and none were opposed. Motion was passed.

Approval of Schedule of Payments: Gary Silver motioned to accept the schedule of payments and Michael Zalkin seconded, Matt Dorcas abstained. All were in favor, none were opposed. Motion was passed.

Financials: Marc stated that Eric's comments were in the packet regarding the financials for March. John Brust motioned to accept the financials and Steve Vegliante seconded, all were in favor and none were opposed. Motion was passed.

Membership Committee: Michael Zalkin stated that the committee is meeting monthly. Jen Cassaro and Kelsey Hornicek had taken a day to visit member businesses and potential members in the Cohecton area. Jen Cassaro had been able to get a member that had dropped off to rejoin from this visit. Matt is working on a few member breakfasts. Karen Fisher is working on "In the Know".

Employee Update: Marc has met with Vanessa Olivio and has interviewed her already. Vanessa is young and just out of college but wants to remain in Sullivan County. Vanessa will start on June 3. She has a Masters in Economics and Finance and will be handling small business development.

Opportunity Zone: Marc is working with Jacquie Leventoff and Freda Eisenberg on this. Marc received the contracts today. Looking at what the target areas are, we will have a separate bank account for this funding. Want to get the word out as to why businesses should come to Sullivan County and what we can offer them.

SCVA: Roberta stated that the final doves have been handed out. SCVA has a mobile dove that will go to all the tradeshows with them, trail maps and brochures are being done as well as a wrap on a bus. Lots of ads, lots of collaborating pieces with the doves on them, very coherent marketing. National tourism week in May, bringing the information to journalists. May 8 is the brochure exchange & hospitality training at The Kartrite, please RSVP if planning on attending.

Workforce: Laura Quigley stated that unemployment rate is down to 4.3%. Job creation is up. Annual Job Fair will be held on April 16 at The Sullivan Event Center. Employers are finding it hard to find employees. Applying for grant money for training.

IDA: Jen Flad stated that the solar program is in high demand and continue to see lots of interest in it. There are a few applications waiting on approval. Have been working on the Food Hub for years and now the grand opening will be on April 12. 5,000 sq ft of space, this is for buyers and sellers. Have an efficient location to buy and sell locally grown/raised products.

Sullivan County Chamber: Jaime stated that on April 16 is their annual fundraiser. Woodstock tribute at SC International Airport in White Lake. Tickets are still available. The Chamber continues to work with Workforce Development and local chambers. Working on networking opportunities and events.

Karen Fisher announced to the board that on April 28 the Boys & Girls Club would be honoring Jerry Skoda and inducting him into the Maureen & Steve Plain Hall of Fame. Tickets are still available for anyone looking to attend, please contact the Town of Wallkill Boys & Girls Club.

Michael Zalkin motioned to adjourn the meeting at 4:40 pm and Jerry Skoda seconded, all were in favor and none were opposed. Motion was passed.