



Board of Directors Meeting Minutes
November 1, 2016 @ 8:00AM – Partnership Office, Monticello, NY

Present	Absent
Jacob Billig	Glenn Gidaly
Karen Fisher	Darlene Fedun
Jim Bates	Joshua Potosek
Fred Stabbert	Laura Quigley
Alan Zuckerman	Suzanne Loughlin
Eric Egeland	Richard Sush
Gary Schmidt	John Conway
Gary Silver	Michael Dollard
George Kinne	Randy Resnick
Jerry Skoda	Steve White
Dr. Gerard Galarneau	Cathy Paty
Jeff Siegel	
Jay Quaintance – via conference call	
Lynne Freda	
Matt Dorcas	
Peter Frunzi – via conference call	
Roberta Byron-Lockwood – via conference call	
Steve Vegliante	
Tammy Mangus	
Warren Blumenthal	

Also present: Marc Baez, Jennifer Clayton and Christopher Lockwood.

Let the record show there was a quorum.

The board meeting was called to order at 8:03am by Karen Fisher.

Gary Silver motioned to accept the October minutes and Jacob Billig seconded, all were in favor and none were opposed. The motion was passed.

Fred Stabbert motioned to accept the October schedule of payments and Jerry Skoda seconded, all were in favor and none were opposed. The motion was passed.

Steve Vegliante motioned to accept the October financials and Matt Dorcas seconded, all were in favor and none were opposed. The motion was passed. Eric Egeland has done a 5 year analysis of the financials, the annual meeting, special events and the dues have all been increasing over

the years. Expenses for special events, we have always lost money on these events but in 2015 & 2016 we have broken even. This year we are running towards 9% above on expenses. Currently, looking at where to cut expenses in 2017.

Annual Meeting – event went off great, looking at \$33,000 net income. The logo is going back to the drawing board.

NYSEG Grant – the amount has gone up to \$100,000 and Marc is putting together marketing & branding program for the logo, website, YouTube, etc.

Jerry Skoda asked if there was a calendar of events for all of the county agencies. This would be a good idea so that events aren't all on one day. Marc stated that he would sit with Roberta and Cathy to discuss this further.

The County Manager has budgeted for money for general economic development incentives. Marc will be putting together a proposal for this \$100,000 and the focus will be on the Old Route 17 corridor for a study to get pre-approval on sites. The Town of Thompson and Town of Liberty are on board with doing this and will be putting money into the study. Marc will be speaking to the Village of Liberty about also putting in money.

Sullivan County Airport is looking at a private developer to come in and build.

Gary Silver asked about the Grossinger property. Marc stated that we have shown the property and there has been interest in it but don't have any further details.

Marc has sent a letter to Legoland just to let them know what Sullivan County has to offer. Gave them the number of visitors last year, possible sites locations, etc. IDA involvement would be needed. Just want them to know we are an option and to see what we can do for them.

Board Retreat will be on Friday, December 9 from 9:00-12:00 at Lazy Pond Bed & Breakfast in Liberty. Same place as last year.

Holiday Party will be held on December 15 at the Pickled Owl from 5:30-8:30pm.

Jerry Skoda motioned to adjourn the meeting at 9:00am and Matt Dorcas seconded, all were in favor and none were opposed. The motion was passed.