



Board of Directors Meeting Minutes
December 9, 2016 @ 9:00AM – Lazy Pond Bed & Breakfast, Liberty, NY

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

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 9:16am by Karen Fisher. Karen Fisher thanked everyone for their commitment to the Partnership and coming out today. The focus will be to determine what the organization is, where we want to go in 2017 and how to better the organization. There are a few housekeeping items to take care of first.

Jim Bates motioned to accept the November minutes and Jerry Skoda seconded, all were in favor and none were opposed. The motion was passed.

Eric Egeland motioned to accept the November schedule of payments and Jerry Skoda seconded, all were in favor and none were opposed. The motion was passed.

Eric Egeland went over the financials. Dues are up and expenses are down for 2016. The gross profit is up; net ordinary income is also up. All growth has been single digits over the past years but this year we are double digit growth. Lynne Freda motioned to accept the November

financials and Matt Dorcas seconded, all were in favor and none were opposed. The motion was passed.

The 2017 draft budget was approved by the Finance/Audit committee. Salaries have been right sized for Chris and Jennifer. Dues with HVEDC was a topic that came up – Marc discussed this further and we don't get a lot out of being a member, since we do most of our own marketing. HVEDC was supposed to market all of the Hudson Valley to attract businesses, used to do tradeshow all over the country but that has stopped. Marc would like HVEDC to create a hospitality sector in Sullivan County at SUNY Sullivan, like they have done in other counties. Marc stated that he will discuss this with HVEDC and push towards getting this model at SUNY Sullivan. Gary Silver motioned to have Marc discuss with HVEDC and see what they say and to reevaluate in 5 months and Randy Resnick seconded, all were in favor and none were opposed. Jay Quaintance offered to assist Marc with this. Eric Egeland motioned to accept the 2017 budget and Gary Silver seconded, all were in favor and none were opposed. The motion was passed.

Gary Silver went over the changes that were done to the By-Laws, finalized the number of directors and number of committees. Changes to the By-Laws were needed so that everything is on the up and up, avoid anyone coming in and pointing fingers at the organization. Changes were also made to the Code of Ethical Conduct and Conflict of Interest. Gary Silver stated that he will make changes to include sole proprietors. The chair can appoint as a representative from the largest municipality to an ex-officio capacity.

Jerry Skoda motioned to accept the By-Laws as amended and Lynne Freda seconded, all were in favor and none were opposed. The motion was passed.

Gary Silver motioned to accept the Code of Ethical Conduct and Warren Blumenthal seconded, all were in favor and none were opposed. The motion was passed.

Gary Silver motioned to accept the Conflict of Interest and Randy Resnick seconded, all were in favor and none were opposed. The motion was passed.

Gary Silver motioned to make the amendments to the Incorporation Papers and Randy Resnick seconded, all were in favor and none were opposed. The motion was passed.

Marc stated that we have 2 Landmark sponsors and 1 Platinum sponsor and he is working on getting them to rejoin at the same levels for 2017.

MetCar is moving ahead.

Social media is a weakness for us, looking to revamp and have more of a presence. Need to be more diligent about getting the word out about Sullivan County.

Veria is moving right along and looking at a soft opening at the end of 2017.

Broadway Corridor Analysis – interviewed multiple consultants and one has been chosen. Looking to get the zoning in order and see what we want there.

Old Route 17 Corridor – Looking at what it would take to have water/sewer put in. Want to do an analysis of the corridor from Harris to Liberty. The Town of Liberty, Town of Thompson and Village of Liberty have all agreed to put in \$20,000 each towards the analysis.

As an economic development organization we should be taking the position of the applicant. We need to support the business and let the Town/Village Boards, SEQRA process; zoning, etc decide if the project is the right fit for the area.

It was decided by the board to give Marc Baez the authority to support economic development in the county and that Marc would let the board know if there was a controversial project/issue and that the board would discuss the issue.

Jay Quaintance spoke about the StartUp NY program. The college is setting up a meeting with all that organizations that would be involved in a project. The business does not have to be on the campus, have 30 day approval to change the plans, and with IDA benefits & StartUp NY it can really help out a business. College enrollment is up and the graduation rate is up for county residents. College is updating casino management certificate program and the first course will be in January and students should be trained in 6 months. The college is looking at hospitality, healthcare and sustainability courses.

Steve White mentioned that he hopes the Partnership supports the film tax credit. He will send the information to Marc. In Parksville we have the Beaverkill Studio.

Karen Fisher will drive the marketing for the organization. Marc is applying to NYSEG for a \$75,000 grant. If we get the money it will go towards doing more videos to put on social media. We are looking to talk to existing businesses in the videos. Get the word out about Sullivan County.

SEQRA and Sullivan United are added value events for Sullivan County. This year for Sullivan United we are looking at doing a block party in Hurleyville, we want to showcase Towns/Villages that are making a comeback.

A plan for a general membership breakfast is in the works to update members on what is going on in the county. A plan for a supervisors meeting is in the works to let them know what is available to help them out.

Eric Egeland stated that his company has hired someone to do CFA grants and would be done at a discount rate for Sullivan County.

Cathy Paty motioned to adjourn the board retreat at 11:45am and Jim Bates seconded the motion. All were in favor and none were opposed. Motion was passed.