



Board of Directors Meeting Minutes
January 10, 2017 - Monticello, New York

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

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

Let the record show there was a quorum.

The board meeting was called to order 8:05 am by Karen Fisher.

Cathy Paty motioned to accept the January board retreat minutes and Jim Bates seconded, all were in favor and none were opposed. Motion was passed.

Eric Egeland motioned to accept the December schedule of payments and Jim Bates seconded, all were in favor and none were opposed. Motion was passed.

Eric Egeland stated that the financials look good for the end of the year. The organization has surpassed what we thought we would do in 2016. Membership is down but we had anticipated that with the increase in dues amounts. Chris will be going to meet with the members that have dropped to see if we can get them back. Chris will also be handling the Revolving Loans and will try to get more funding. Eric Egeland motioned to accept the December financials and Steve Vegliante seconded, all were in favor and none were opposed. Motion was passed.

Real Estate – Lynne Freda stated that normally end of the year is slow. In November the number of new listings was up. The available inventory is shrinking so it could be a seller's market again. Things are selling and banks are holding on to foreclosures and will release at a later time.

Sullivan County Chamber – Cathy Paty stated that they are wrapping up the relocation guide and will have 10,000 copies to distribute. Wrapping up the hospitality training with the SCVA, BOCES and SUNY Sullivan. We want visitors to the county to have great customer service and to have those visitors get a warm fuzzy feeling when enter establishments. Chamber board retreat will be held on January 17, have a consultant coming in to talk and have 2 focus groups set up and space is available if any Partnership board members want to attend. First Friday breakfast are set up for February 2 at SUNY Sullivan and March 10 at Ideal Snacks.

SCVA – Herb Clark stated that visitor spending has climbed 19% and requests for information have gone up 22%. In June we were branded ourselves Sullivan Catskills. Have over 19,000 fans on Facebook and our social media presence is up. Have teamed up with I Love NY. Have hired a staff member to focus on social media sites. Looking to have a visitor's center at Exit 106. On March 3 will be hosting a Catskill Regional Legislature Breakfast at the Sullivan. The 2017 travel guide will be coming out. Catskill Challenge will be held in June 2017. Karen Fisher asked if there was anything we can do as a group or individuals to help move the Visitors Center along. Herb stated that Ira Steingart is on our side and is championing for the center. It will be an informational center not a rest area. It is key for all of us to advocate for the information center. Lynne Freda asked if it will be manned. Herb stated that it will not be open 24/7, but it will have smart boards and all the latest and greatest technology and the SCVA offices will be there and have staff on hand during business hours.

Catskill Regional's Urgent Care Facility is on target to open this year.

IDA – Steve White stated that Jennifer Flad has been appointed as the new executive director. The IDA supports the Visitor's Center. The IDA has lots going on.

Peter Frunzi spoke about a 401K for small business. He has been meeting with Cathy and Marc to discuss and see if the interest is there for our members. This would be in conjunction with Transamerica & Tag Resources. This may not be good for every business but it is worth taking a look at. Looking to set up a breakfast in April and have Quest Financial host and speak about the options available. Peter would be on hand and he would be able to give advice on what is best option for the individual.

January 11 – East Broadway Corridor breakfast from 8:30-10am at Bernie's

January 25 – SUNY Sullivan Start Up NY meeting

Matt Dorcas motioned to adjourn the meeting at 9:02am and Jim Bates seconded, all were in favor and none were opposed. Motion was passed.