



**Board of Directors Meeting Minutes**  
**March 6, 2018 – SCP Board Room, Monticello, NY**

<b>Present</b>	<b>Absent</b>
Karen Fisher	Abhay Jain
Jim Bates	Dr. Gerard Galarneau
Eric Egeland	John Conway
Alan Zuckerman	Joshua Potosek
Cathy Paty	Laura Quigley
Fred Stabbert	Gary Schmidt
Gary Silver – via conference	Jacob Billig
John Brust – via conference	Tammy Mangus
Kevin McLaren	Steve Vegliante
Larry Wolinsky	George Kinne
Matt Dorcas	Ian Blumenthal
Michael Zalkin	Jay Quaintance
Roberta Byron-Lockwood – via conference	Randy Resnick
Suzanne Loughlin	Steve Vegliante
Gerald Skoda	
Michael Dollard	
Lynne Freda – via conference	
Steve White	

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

Let the record show there was a quorum.

The board meeting was called to order 8:00am by Karen Fisher, Chair.

Karen introduced Andrew Arias to the board. Andrew was present to go over the financial review form 2017. The electronic report was sent to all board members for review. Net assets were decreased in 2015 but we are on an upward trend now. Expenses and revenue are tracking closely no large dips over the past year. County, IDA and annual meeting are consistent over the years. Sponsorships are up and the percentage that we rely on the County & IDA is down. No major adjustments needed to be made only minor ones. The books are being kept well. Suzanne Loughlin asked if Andrew has any advice on the ABO issue. Andrew stated that we have been making changes to by-laws, incorporation papers, etc and it's just a wait and see. Marc stated that we were created by the Sullivan County Chamber while the Orange County Partnership was created by government. Larry Wolinsky stated that in our paperwork we do not refer to county funding, say contract or contractual. Working on

diluting the contractual funding from the County by alternative sources, like more sponsorships and grants.

Jerry Skoda motioned to accept the February minutes and Michael Zalkin seconded, all were in favor and none were opposed. Motion was passed.

Suzanne Loughlin motioned to accept the February schedule of payments and Jim Bates seconded, all were in favor, none were opposed and Matt Dorcas abstained. Motion was passed.

Eric Egeland went over the financials. County is at \$125,000 per the contract. Suzanne Loughlin asked if the IDA contract was also going to go to \$125,000. Marc stated that we did not make the ask for the IDA. Steve White stated Marc would need to make the case for why the increase in the contract. Jim Bates motioned to accept the February financials and Suzanne Loughlin seconded, all were in favor and none were opposed. Motion was passed.

SAKE Brewery – Steve and Marc met with them. We are competing with Dutchess County. The water quality is a big concern for this company. They purchased the Keiser building. It would be a \$10 million project with 40 jobs. Livingston Manor is booming and becoming a “hip” place.

ISS – will not be going to Emerald Corporate center. They have decided to purchase the building that they are currently leasing and revamp it.

Grossingers project is still in negotiations.

Momentum – has sent out the survey. If you have received it please fill it out.

Revolving Loans – Chris has been focusing on start up businesses. We are looking towards expansion of existing businesses. Where should we direct our focus to alleviate our risk? Looking to service our membership and help them upgrade and move ahead with the way the County is going. Restaurants are a high risk for us. It was asked for us to do an analysis of what businesses we have given loans to and the percentage of those in collections and the type of business that was sent to collections. Looking to set up a revolving loan committee meeting next month after the board meeting.

Arrowhead Ranch – Eric stated that the feasibility study was done. Looking to do a hotel, time shares and concert venue. They have purchased the property and moving ahead. Looking for Angel Investors.

Annual Tourism Legislative Breakfast will be held on March 23 at 8am at the Epic Center at Resorts World. Roberta will be sending out the invitation.

Matt Dorcas motioned to adjourn the meeting at 9:02am and Michael Zalkin seconded the motion. All were in favor and none were opposed. Motion was passed.