

**Rockland Economic Development Corporation**

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**MINUTES OF THE BOARD OF DIRECTORS MEETING  
FEBRUARY 24<sup>th</sup>, 2011 – 5:00 P.M.  
HILTON PEARL RIVER**

**Present:**

Raja R. Amar  
Harriet D. Cornell \*  
Stephen Coyle  
Jan Degenshein \*  
Vincent L. DeLucia  
Sandra D. Grannum  
William F. Helmer

Judith Hershaft  
Jack F. Holt  
Arlene Lapidos  
Paula Mandell  
Bruce W. Mason  
Clement Osei  
Marian Rokeach

Mark D. Rothenberg  
Chuck Schneider  
Robert E. Seaman, III  
Sr. Kathleen Sullivan  
Quinton C. Van Wynen  
Jeffrey M. Zupan

**Absent:**

Karim A. Abood \*\*  
Karyl Caplan  
Eric Dranoff \*  
Rafael Espailat  
Susan Jaffe \*  
Jonathan Kupperman  
William Longhi  
John A. Maraia, Jr. \*

Mary Jean Marsico \*  
Hector A. May  
Malcolm G. McLaren  
Donald T. McNelis  
Philip A. Patterson  
A. Jon Prusmack  
Thomas Rau  
David Samberg

Serge Seguin  
Burt Steinberg \* \*\*  
James B. Tully  
Hon. C. Scott Vanderhoef \*  
Cliff L. Wood  
Alan Yassky \*\*  
Steven M. Yassky

**Staff:**

Liz Cranston, Ronald Hicks, Liz Kallen, Jayne Nichols, Steve Porath

**Guests:**

Alex Tosi, Pfizer; Robert Fellows and Julianne Ramos, Rockland Center for the Arts (RoCA)

\* **Denotes Ex-Officio Directors**

\*\* **Denotes Director Emeritus**

The regular meeting of the REDC Board of Directors was called to order by Jack Holt, Vice Chair at 5:09 p.m. and a quorum was present.

► **Motion:** A Motion to approve the Minutes of the December 15, 2010 meeting. Motion by Quinton Van Wynen and seconded by Arlene Lapidos. Motion passed unanimously.

► **Motion:** A Motion to approve an Amendment to By-Laws - Article II–Purpose. Motion by Mark Rothenberg and seconded by Vincent DeLucia. Motion passed unanimously.

► **Motion:** A Motion to approve an Amendment to By-Laws - Article V–Meetings, Section 2. Motion by Mark Rothenberg and seconded by Robert Seaman. Motion passed unanimously.

## **Treasurer's Report**

Quinton Van Wynen presented the financials for December 2010 and January 2011, noting that REDC closed the year with a net balance in excess of \$17,500 and opened January 2011 with an excess of \$18,000.

## **President's Report**

Ron Hicks reported that he and several Hudson Valley partners recently met with Lieutenant Governor Duffy to learn more about the proposed regional economic development councils that are being created to coordinate and integrate efforts with state agencies, local governments and local development corporations (LDCs) to create jobs-producing measurable results. While many of the LDCs in the Hudson Valley support the new regional councils and the idea of regional strategic planning, they strongly emphasized to Lieutenant Governor Duffy that the councils should not add another level of approval to the incentive process, and also to keep the recently enacted Excelsior Jobs Program funding separate from the proposed regional councils program.

Ron and Mike Oates, HVEDC, recently met with SUNY Chancellor Nancy Zimpher to discuss a number of issues including the roles of the new regional councils and to propose using the Pfizer Pearl River campus as a prospective site to collaborate with a New York university, such as Columbia, to establish a research university—which would elevate the Hudson Valley's standing as a center of excellence for the biomedical and pharmaceutical industries.

On February 15, Ron and Rick Struck of O&R, toured sites in Central New Jersey to learn more about data centers, why NJ has been so successful in attracting so many and what's needed to attract data centers to Rockland—that are low impact yet yield a high ratable. He noted that data centers typically work on a five year cycle and the current cycle is coming to an end, therefore, we need to proactively promote the identified sites suitable for data centers or we will have to wait another five years.

Hicks reported that REDC plans to use its new loan management software for revolving loans to offer escrow services for IDA PILOT payments. Hicks stated that this new service could generate several thousand dollars for REDC.

Additionally, in March, REDC is switching its voice data to Verizon FiOS, which should save close to \$4,000 annually.

Business attraction projects: A manufacturer of security seals is considering a Rockland location, creating 25-30 new jobs. The IDA closed on DER Specialty Products LLC. Located in the former Journal News building on Route 303 in West Nyack, DER is a manufacturer of a newly developed wood flooring product. They will create 18 new jobs. The IDA authorized the FedEx project which will create 62 jobs. FedEx is planning to build a 131,000 square-foot facility, an estimated investment of \$43 million, on Route 303 in Blauvelt. In addition, there are a number of businesses interested in One Ramland Road in Orangeburg and several leads are interested in the Dress Barn building in Suffern.

Retention and expansion projects: The IDA closed on the Intercos America project. Located in Congers, Intercos received \$2.5 million in sales tax exemption benefits for site renovations and new equipment purchases, retaining 120 jobs and creating 45 new jobs. Under the newly established Rockland County Economic Assistance Corporation (EAC), the Mental Health Association of Rockland was induced for tax exempt bond financing. The company is seeking over \$5 million in financing for the renovation and refinancing of its recently acquired facility in Valley Cottage. The IDA induced Curti Landscaping for financial incentives on a relocation project that would move the longtime Rockland-based company to a new site in Valley Cottage. As part of the \$1.6 million expansion project, they will retain 25 jobs and anticipate creating eight new jobs. The IDA induced Skae Power Solutions for financial incentives for a \$2.5 million project relocating from leased space in Orangeburg to a planned purchase facility in Palisades. Skae projects to create 27 new jobs and retain its current 25 jobs. REDC and the IDA are working with a plastics manufacturer in Orangeburg in regard to a significant expansion of its product line. The company is considering tax exempt bond financing or tax exempt equipment lease financing to underwrite the cost of new equipment that would manufacture a new product for a nationwide retailer.

Recently, Ron met with Andy Dolce of Dolce Hotels and Resorts to discuss the status of Dolce Palisades (IBM Executive Conference Center) and Dolce's plans to purchase the facility from IBM and make a major investment in renovations and retain its current employees.

In collaboration with the Jewish Federation of Rockland and on behalf of HVEDC, Ron Hicks is scheduled to travel to Israel on a trade mission to attend a Biomed conference and to meet with biotech and/or pharmaceutical businesses to discuss opportunities and investment in Rockland County as well as the Hudson Valley.

The March 23<sup>rd</sup> Board of Directors meeting will be held at JCC Rockland in West Nyack.

### **Committee Reports**

**Executive Committee** – Nothing to Report.

**Board Development Committee** – Ron Hicks reported on behalf of James Tully, Chair, and welcomed two new Directors to the Board: Stephen A. Coyle, President, Coyle Insurance Agency, Inc. and Thomas M. Rau, Senior Vice President/Region Head, TD Bank. Stephen Coyle introduced himself and thanked the Board for appointing him. Thomas Rau was unable to attend the meeting. In addition, he reported that David Samberg, Verizon Wireless, has resigned from the Board leaving a new vacancy. Please send any suggestions for nominations to Ron and Jim. Chairwoman Cornell suggested that someone from Lamont Doherty Earth Observatory be considered.

**Business Development Committee** – Ron Hicks reported on behalf of Sandra Grannum, Chair, that the committee held two meetings in February and they are working on a new Business Retention & Expansion Program (BRE). In addition, he noted the upcoming dates of REDC's two major events for the year: Forty Under 40, scheduled for October 20<sup>th</sup> and the Annual Economic Development Awards Luncheon, scheduled for November 18<sup>th</sup>.

**Public Policy Committee** – Robert Seaman, Chair, spoke about the Medicaid issue in New York State and the decrease in school aid, stating that New York State is functionally bankrupt. He stressed that the committee as well as those on the Board must continue to stay on top of what is going on in Albany and insists that Rockland cannot be left behind—we must be in the forefront and continue to send letters to Albany.

**Old Business** – None.

### **New Business**

Chuck Schneider mentioned that the Pfizer Pearl River campus has data center infrastructure in place—with redundancy and fiber optic cables, and is possibly available for future use by data center clients interested in moving to Rockland. Pfizer's power is generated on site as well as through Orange and Rockland.

Chairwoman Cornell stated that this is going to be a very challenging year for County government. In order to address concerns about the deficit incurred by the County, she has established an informal advisory committee on deficit reduction. The new 4-person committee will formulate a plan to reduce the current deficit as well as identify new revenue sources. She also mentioned that the Census data will be out in March and it's particularly important to the Legislature as they are looking to redistrict the lines before the November elections. In an effort to assist with redistricting, she is holding public meetings in each Town and asking residents to attend and express their opinions as to what is important. There will still be 17 districts.

Chuck Schneider briefly mentioned the Medicaid issue and how it affects New York State and introduced a colleague, Alex Tosi, who is responsible for the Pfizer Pearl River transition program. He is focused not only on transitioning the people but the property as well. Initially, the exit date was planned for a 2013-2014 timeframe but it has been extended to 2017-2018, with 500-700 manufacturing jobs retained.

Ron Hicks presented the Amendments of the Bylaws and why they are necessary. Two of the four Amendments were put forth to the Board for approval and two Hicks withdrew as they were not favorable for REDC.

Ron Hicks introduced the guest speakers—Robert Fellows, President, Board of Directors, and Julianne Ramos, Executive Director, Rockland Center for the Arts (RoCA).

There being no further business, the meeting was adjourned at 6:16 p.m.