

Rockland Economic Development Corporation

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**MINUTES OF THE BOARD OF DIRECTORS MEETING
WEDNESDAY, JULY 23, 2014 – 5:00 P.M.
HILTON PEARL RIVER**

Present:

Timothy Cawley

Vincent L. DeLucia

Rafael Espailat

Scott R. Goldstein

Sandra D. Grannum, Esq.

William F. Helmer

Jack F. Holt

Jonathan Kupperman

Dr. Mary Jean Marsico *

Bruce M. Mason

Malcolm G. McLaren

Calherbe Monel representing

Ed J. Day *

Thomas M. Rau

Marian Rokeach

Burt Steinberg **

Sara L. Tucker

James B. Tully

Quinton C. Van Wynen

Jill Warner

Alden H. Wolfe *

Cliff L. Wood

Absent:

Karim A. Abood **

Raja R. Amar

Stephen A. Coyle

Eric Dranoff *

Kevin P. Duignan

Judith Hershaft

Dr. Mary P. Leahy

Kerrin Mahaffey

Paula Mandell

John A. Maraia, Jr. *

Hector A. May *

Donald T. McNelis **

A. Jon Prusmack

Mark D. Rothenberg

Robert E. Seaman, III

Serge Seguin

Sr. Kathleen Sullivan

Aimee J. Vargas *

Alan Yassky **

Steven M. Yassky

Staff:

Michael DiTullo, Jayne Nichols, Lin Simeti, Phyllis W. Tucker

* **Denotes Ex-Officio Directors**

** **Denotes Director Emeritus**

The regular meeting of the REDC Board of Directors was called to order by Chair Sandra Grannum at 5:05 p.m. and a quorum was present.

► **Motion:** A Motion to accept the Minutes of the May 21, 2014 meeting. Motion by James Tully and seconded by Quinton C. Vann Wynen. Motion passed unanimously.

► **Motion:** A Motion to accept the Treasurer's Report. Motion by Jack Holt and seconded by Thomas M. Rau. Motion passed unanimously.

► **Motion:** A Motion to adjourn. Motion by Quinton C. Van Wynen and seconded by Thomas M. Rau. Motion passed unanimously.

Treasurer's Report:

Quinton Van Wynen, Treasurer, reported that the revenue is good and the expense is tracking to the budget on the consolidated side.

President's Report:

Michael welcomed Calherbe Monel. Because of the "Address for Success" there has been an increase in deal flows and inquiries. On the retention side, 4 Rockland companies have shown interest: 1 pharma, 1 in the office arena and 2 in the manufacturing arena. The expansion and retention side has been active. There has been 5 direct inquiries and 2 commercial broker inquiries since last Board Meeting.

Pfizer – campus sale – Bob Bracco stated that it should be finalized early next year. In the meantime, inquiries are looking to lease.

Novartis – Cushman & Wakefield - marketing site – 4 tours of site by end users.

"Address for Success" – External Marketing Campaign – all resources have been committed; TV and Radio ended last week. Creating internal & external conversations.

- Real Estate In-Depth – Special Rockland County insert in Site Selection Magazine
- Analysis of digital side of campaign
- Audience over-view of web-site
- Statistics from before and after campaign started showed activity more than doubled on website.

Michael talked about the Forty Under 40 event – October 16th at the Crowne Plaza Hotel. Sandra talked about the program being very challenging this year because of the lack of nominations. Cliff Wood and Sr. Mary O'Brien have been asked to come up with suggestions on how we should move forward.

Annual Awards Luncheon – TD Bank sponsoring; Jayne is soliciting – as of today 17 Ads have been confirmed totaling nearly \$40,000. Tom Rau to talk more about it with his Committee Report

CFA Applications – more private sector participation.

PTAC – Lin Simeti commented on "clients capacity building in Rockland"; July 31st program – Doing Business with GSA.

Jack Holt – "What is attracting businesses into Rockland from New Jersey? Michael stated that 70% live in Rockland; occupancy opportunity; state is spending \$220 million on Start-up-New York campaign. Jack commented that "taxes in NY are higher than NJ – why are people coming this way." James Tully – stated that he does not think that momentum is promoting movement from NJ to NY. Sometimes it is just availability of space; mature market – small land mass available; third is designated Parkland. Data Centers are coming here.

Dr. Cliff Wood – CFA did really well; meeting on July 31st to finalize list which includes BioTech and Tourism. ESD needs to get involved and make it more attractive for Pharmas and Advanced Manufacturing to come here to Rockland County. A CEO living here is a strong indicator and force behind bringing companies to Rockland.

Committee Reports:

Executive Committee

Business Development Committee – Tom Rau - good pool of candidates:

- Award of Distinction: Bill Helmer
 - A motion to accept nomination. Motion by Cliff Wood and seconded by Mal McLaren
- Manufacturer of the Year: ADH Health Products
 - Motion to accept nomination. Motion by James Tully and seconded by Mal McLaren
- Entrepreneur of the Year: W & W Glass
 - Motion to accept nomination. Motion made by Vincent DeLucia and seconded by Mal McLaren
- Service Provider of the Year: United Way of Rockland
 - Motion to accept nomination. Motion made by Cliff Wood and seconded by Tim Cawley

Audit Committee – nothing to report

Public Policy – nothing to report

Old Business – nothing to report.

New Business - nothing to report

Approval of Minutes

Motion to adjourn. Motion made by Quinton C. Van Wynen and seconded by Tom Rau.

There being no further business, the meeting was adjourned at 6:05 p.m.