

Rockland Economic Development Corporation

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**MINUTES OF THE BOARD OF DIRECTORS MEETING
WEDNESDAY, JANUARY 21, 2015 – 5:00 P.M.
CROWNE PLAZA HOTEL
SUFFERN, NEW YORK**

Present:

Stephen A. Coyle	Mark D. Rothenberg	Quinton C. Van Wynen
Sandra D. Grannum, Esq.	Robert E. Seaman, III	Jill Warner
William F. Helmer	Serge Seguin	Alden H. Wolfe *
Jack F. Holt	Burt Steinberg **	Cliff L. Wood
Dr. Mary P. Leahy	Sr. Kathleen Sullivan	Steven M. Yassky
Kerrin Mahaffey	Sara L. Tucker	
Marian Rokeach	James B. Tully	

Absent:

Karim A. Abood **	Judith Hershaft	Thomas Rau
Raja R. Amar	Jonathan Kupperman	Aimee J. Vargas *
Timothy Cawley	Paula Mandell	Alan Yassky **
Ed J. Day *	John A. Maraia, Jr. *	
Vincent L. DeLucia	Dr. Mary Jean Marsico *	
Eric Dranoff *	Bruce M. Mason	
Kevin P. Duignan	Malcolm G. McLaren	
Rafael Espaillat	Donald T. McNelis **	
Scott R. Goldstein	A. Jon Prusmack	

Staff:

Michael DiTullo, Jayne Nichols, Phyllis W. Tucker

* Denotes Ex-Officio Directors

** Denotes Director Emeritus

The REDC Board of Directors meeting was called to order by Chair Sandra Grannum at 5:01 p.m. and a quorum was present. Sandra commented that many on the board were “removed” from the budget process but for 2015, the full board will be involved.

► **Motion:** A Motion to accept the Minutes of the December 10, 2014 meeting. Motion by Mark Rothenberg and seconded by Steve Coyle. Motion passed unanimously.

Chair Grannum discussed some Housekeeping issues:

- List of Committees: do you want to remain on the committee or leave? More in tune to your skill set; pick a committee or be assigned.
- Task Force to address the budget gap; increase/decrease before next county budget. Burst Steinberg commented that Audit& Finance Committee members might be willing to serve on the Task Force.
- Salary adjustments – since funding was fully restored, \$13,000 total adjustment –as in recent years, no increase in salary.
- Confidentiality Agreements will be sent prior to the March meeting.
- Board Evaluations – 26 voting members but only 14 responded.

Committee Reports:

Treasurer's Report: Quinton C. Van Wynen: External Marketing Funds should be separate line item. Question was raised as to whether the Rockland IDA charges had been confirmed.

- **Motion:** A motion was made to accept the Treasurer's Report. Motion by Mark Rothenberg and seconded by James Tully

President's Report: Michael DiTullo reports: Comments regarding hard work put in by the Executive Committee; comment regarding Legislator Alden Wolfe's help during the budget and how appreciate REDC is of his assistance.

- Alden Wolfe then made some comments: increased sales tax revenue, meetings with local communities, helping to create a downtown market such as Suffern; discussed S. Nyack village officials and the fact the area being used as a staging area for the TZ Bridge, should be used as a gateway at the completion.
 - Burt Steinberg brought up the toll on the TZ Bridge and asked "will that affect people coming over the bridge to shop here which will directly affect our Sales Tax revenue?"
 - James Tully commented that mass transit takes people out of county but does not work to bring them in.

Michael continued his comments: Team is a good machine; continue to work with other organizations –IDA, RBA, Empire State Development Corp, O&R. Stated that REDC is the Rainmaker.

- Discussed the 2014 Action Plan & Priorities: Investment of \$140,000 – target clusters with TV, radio, digital component. A lot of awareness, articles, news, stories; we received some direct leads with interest in Data Centers. We worked with Par, Active International, ADH, USIS and our Real Estate Council is to have its next meeting on 2/26 at Novartis, working with Pfizer, talking with potential new owners – meeting on 1/22 at site with 3 universities; Incubator/Accelerator @ Pfizer – Goal for 2015 is getting that established, through CFA process, SUNY Stonybrook & SUNY Research Foundation, Westchester Community College to be included. Is it Start-Up NY money?? Huge capacity, maybe we can leverage that. Michael talked about the marketing side – wants to focus on the "nuts & bolts". We are in the process of a re-designing of our website, to include social media aspects; PTAC had a very good year 150 companies helped in Rockland County and with over \$100 million in total contracts.

Chair Grannum brought up the Action Plan for 2015. Talked about the Real Estate Council, President's Message – bring home the transition with the Pfizer site and with Cushman & Wakefield @ the Novartis site. Read summary @ Pfizer. On the Site Selection side, GIS to get more shovel ready sites in Rockland County.

- Burt Steinberg – talked about Anollotech having problems, stated that they are eco-friendly, putting in a pipe. We should support them because the pipe would be emitting 99% steam. Andy Stewart against the project, went to Alex Gromack. The tenants on the property went for permits, they received the money to build. REDC can activate its Tactical Response Group to educate and help the community understand.
- Sara Tucker asked whether or not it is our mission to help? Sandra commented that technically we cannot lobby but we can educate. Michael will follow-up

Executive Committee: No Report

Business Development Committee: No Report

Board Development Committee: Jim Tully reported: Terms expired in 2014; Paula Mandell from M&T Bank should have position on the Board of Directors, she holds a senior level position/however, she may be replaced. Has not confirmed with Bruce Mason.

▶ **Motion:** A Motion to accept the Slate for new terms for directors. Motion by Jack Holt and seconded by Mark Rothenberg. Motion passed unanimously.

Audit Committee: Steve Coyle reported: information has been provided to the Auditor. It will need to be put on the website by 3/31/15. Steve will spearhead new task force, Scott Goldstein will be asked to participate.

Old Business: Forty Under 40 discussion to be re-scheduled for the next meeting.

New Business:

- Possible to get an Intern from Dominican College to put history of REDC together for website.
- Try to have information for board meetings to the board at least 24 hours prior to meeting.

► **Motion:** A Motion to adjourn. Motion by James Tully and seconded by Marion Rokeach. Motion passed unanimously. There being no further business, the meeting was adjourned at 6:05p.m.