

Rockland Economic Development Corporation

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**MINUTES OF THE BOARD OF DIRECTORS MEETING
MARCH 24th 2010 – 5:00 P.M.
HILTON PEARL RIVER**

Present:

Vincent L. DeLucia	William Longhi	Robert E. Seaman, III
Eric Dranoff *	Bruce W. Mason	Burt Steinberg * **
Rafael Espailat	Hector A. May	Sr. Kathleen Sullivan
Sandra D. Grannum	Donald T. McNelis	James B. Tully
William F. Helmer	Clement Osei	Hon. C. Scott Vanderhoef *
Judith Hershaft	A. Jon Prusmack	Quinton C. Van Wynen
Jack F. Holt	Marian Rokeach	Cliff L. Wood
Jonathan Kupperman	Mark D. Rothenberg	
Arlene Lapidos	Chuck Schneider	

Absent:

Karim A. Abood **	John A. Maraia, Jr. *	Janice J. Teal
Karyl Caplan	Mary Jean Marsico *	Alan Yassky **
Harriet D. Cornell *	Malcolm G. McLaren	Steven M. Yassky
Susan Jaffe *	David Samberg	Jeffrey M. Zupan
Paula Mandell	Serge Seguin	

Staff:

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

Guests:

Supervisor William E. Sherwood, Town of Stony Point, Supervisor Paul G. Whalen, Town of Orangetown
Rick Struck, Orange and Rockland Utilities, Inc.

* Denotes Ex-Officio Directors

** Denotes Director Emeritus

The regular meeting of the REDC Board of Directors was called to order by Jack Holt at 5:06 p.m. and a quorum was present.

- ▶ **Motion:** A Motion to approve the Financial Report.
Motion passed unanimously.
- ▶ **Motion:** A Motion to submit Raja Amar's name for approval to the Board.
Motion by Mark Rothenberg and seconded by Burt Steinberg: Motion passed unanimously.
- ▶ **Motion:** A Motion to submit Philip A. Patterson's name for approval to the Board.
Motion by Burt Steinberg and seconded by Jack Holt: Motion passed unanimously.

Treasurer's Report - Quinton Van Wynen presented the financials for February 2010. He reported cash on hand in the amount of \$461,114.81 with \$158,000 in the TD Bank Operating Account. The PTAC Program was extended through February 28, 2010 to allow us to spend all approved funding. The new fiscal year will be March 1, 2010 to February 28, 2011.

President's Report – Ronald Hicks reported that the Empire Zone Administrative Board approved certification of four projects on March 10. To date, seven companies have been approved for 2010 with 441 potential new jobs created over a three year period.

Attraction projects include: A New York City-based performing arts company that is seeking suitable space/land to house a theatre/school, an Italian-based manufacturing firm, creating 60 jobs, and a Fortune 500 distribution center from New Jersey, creating 1,200-1,400 jobs.

The inhouse process of the revolving loan program is underway and going well with the clients being responsive. To date, four loans have been issued to Rockland businesses.

Hicks reported that the PTAC program is doing well with 558 active clients. To date, Rockland clients received 327 awards totaling more than \$24 million. In 2009, PTAC awarded more than 5,000 contracts totaling over \$249 million.

Hicks advised the board that the IRS recently announced two new incentives for hiring the unemployed.

He mentioned the American Heart Association's Worksite Walking Program which is their signature fundraising event.

County Executive's Remarks - C. Scott Vanderhoef said that he had a productive meeting with Chuck Schneider, Pfizer's Pearl River Site Manager and feels confident the company will remain a strong community member. Also, he met with Supervisor Gromack and Nanuet Mall officials regarding a site redesign. However, Macys and Sears own their stores which may present a problem. Mall officials are working with the Town and County and hope to have a plan in place by the end of the year.

In addition, he feels the New York State Budget will not impact the county's budget as much as the school districts. However, there may be layoffs in the near future and 2012 could be even worse.

Committee Reports

Board Development Report - James Tully welcomed Marian Rokeach and Chuck Schneider to the board and presented nominations for two new directors - Raja Amar of Portables Unlimited and Philip Patterson of Good Samaritan Hospital.

Business Development Report - Sandra Grannum said the nomination form for the Awards Luncheon was in the Board's packet and would appreciate the Board returning the completed form by April 30th. She announced the launch of REDC's newsletter and redesigned website. She turned the report over to Ron Hicks who explained various aspects of the quarterly newsletter using Constant Contact, an email marketing tool, which will be emailed to REDC's database. It will include news about economic activity, Rockland's business community, calendar of events, registration for the events and more. The Forty Under 40 nomination form will also be available. The program launch date for Forty Under 40 is April 1st with a deadline of June 30th. Hicks thanked Liz Cranston for all the work she has put into the newsletter.

He also presented the redesign of REDC's website, which is still in draft form. It will include pertinent facts, such as the proximity to Manhattan, our major employers, programs and events. Attendees to our events will now be able to pay on line with their credit cards. There will also be a section on Real Estate where a visitor can deal directly with the broker and Employment, where help is provided in finding a job. Jack Holt complimented and thanked Hicks for his participation in revamping the website.

Public Policy Committee - Robert Seaman talked about how REDC's and RBA's collective efforts have had a positive impact on issues in Albany, including a budget amendment to extend the benefits of the Enhanced Investment Tax Credit to 2014. He talked about the 5% tax levied against the IDAs and the sugar tax. Seaman thanked the Rockland County legislature for passing a resolution opposing the IDA tax. Seaman also asked Bill Longhi to provide details on the prevailing wage bill on utilities. He criticized the bill citing anti-job, anti-stimulus outcomes and said there is growing momentum against the bill. Hicks and Seaman will continue to work together to educate elected officials on bills that adversely affect businesses and the community.

Old Business – none

New Business

Jack Holt welcomed Supervisor William Sherwood, Town of Stony Point, and Supervisor Paul Whalen, Town of Orangetown, and pointed out that they both have significant areas for development in their towns.

Bill Longhi welcomed Rick Struck back onto the economic development team. Rick said he was excited to be back in this role and hopes to help strengthen the economy in the area using his "improved tool kit."

Tactical Response Group - Jack Holt explained to the supervisors the purpose of the Tactical Response Group (TRG). He cited Crestron Inc. and O&R's substation at Verizon as the last two projects assisted by the TRG.

Motion to adjourn at 5:54 pm.