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**MINUTES OF THE BOARD OF DIRECTORS' MEETING
CONFERENCE CALL
MONDAY, MARCH 26, 2018 – 10:00 A.M.**

Present:

Stephen A. Coyle
Ed J. Day *
Scott R. Goldstein
William F. Helmer
Sabrina HoSang Jordan
Dr. Mary P. Leahy

Dr. Arthur Lerner-Lam
Thomas M. Rau
Marcelo Reggiardo
Marian Rokeach
Mark D. Rothenberg
Robert E. Seaman, III

Sr. Kathleen Sullivan
James. B. Tully
Jill A. Warner
Christine Wise-Vazquez
Steven M. Yassky

Absent:

Karim A. Abood **
Dr. Michael Baston
Debra Boening *
Eric Dranoff *
Toney Earl *
Rafael Espallat

Jack F. Holt **
Jonathan Kupperman
Marjorie Lang
John A. Maraia, Jr. *
Mary Jean Marsico *
Bruce M. Mason

Malcolm G. McLaren
Donald T. McNelis **
Robert Sanchez
Meghan Taylor
Quinton C. Van Wynen
Alan Yassky **

* Denotes Ex-Officio Directors

** Denotes Director Emeritus

Staff:

Jeremy L. Schulman, President & CEO, Phyllis W. Tucker, Jayne Nichols, Lin Simeti

The regular meeting of the REDC Board of Directors convened by Conference Call was called to order by Chair Stephen A. Coyle at 10:04 am and a quorum was present.

► **Motion:** A Motion to accept the Minutes of the January 24, 2018 meeting. Motion by Robert Seaman and seconded by Dr. Mary Leahy. Motion passed unanimously.

Treasurer's Report: In the absence of the Chair, the board was invited to review the Budget.

► **Motion:** A Motion to accept the Treasurer's Report. Motion by Steve Coyle and seconded by Mark Rothenberg. Motion passed unanimously.

Board Development Committee Report: In the absence of Chair Tully, a conversation ensued regarding a vacancy on the Executive Committee because of the resignation of Sandra Grannum; on the matter of new board members, Steve Yassky recommended that Brosnan Risk Consulting be invited to join the board.

Presidents Report: Jeremy L. Schulman reported: Jeremy talked about the up-coming Rockland County Resource Business Forum and introduced Lin Simeti, REDC/PTAC Program Director, who is coordinating the event, to talk about the program. Jeremy proceeded with his report:

Programming

- Garner Arts Center Charrette with Pattern for Progress – May 31
- Cold Storage Forum
 - Hosting at IRG for food manufacturers to discuss with contractors & engineers and industrial site reps to design + build a Rockland Cold Storage center to address a huge industry need – also invite NYS ESD and/or Agri-business Division + O&R (power needs)
 - Commercial Kitchen Hub
 - Examining feasibility of adding a kitchen rental space element and co-packing entity for start-ups and small food companies
- Mobile Econ. Dev. Panel Series (REDC, RBA, IDA and Rand Commercial)
 - Held first one at the Rockland JCC; second to be held in Clarkstown Town Hall in June
- Rockland Retail Environment
 - Rockland retail is strong
 - Palisades Center is close to a replacement anchor tenant for J.C. Penny; only 1/6th vacant space out of 2M total sf)
 - Few vacancies along Rt. 59 Corridor; means high demand for space like Toys/Babies R Us when they close

Source: Katz & Associates

Professional Alliances

- Keep Rockland Beautiful - Rockland Planning & Land Use Symposium – March 23rd
 - Thank you Phyllis for securing a \$1,500 grant for REDC to help facilitate the day and make it a success. Lin and I participated as student mentors. REDC provided information on and recommended several real-life case studies.
 - Collaborative effort linking education and business. H.S. Environmental Science AP Students attended and provided refreshing perspectives and very creative ideas. This year's feature case study was the section of IRG with the main building and will be a great jumping off point as we meet tomorrow on Supervisor Chris Day's Orangetown IRG Task Force.
- Hudson Valley Restaurant Week – REDC participated in this successful event with the County Executive's Office and the Office of Economic Growth & Tourism. Great that it was in Rockland this year at Bully Boys. Showcased local vendors and highlighted the tremendous growth in this sector which attracts entrepreneurs and visitors to the county.

Marketing

- “Business over the Bridge” Series: Commuting in Cars with CEOs over Coffee”
 - Web video for branding purposes – distribute via social media and news outlets (e.g. Lohud commuting section)
 - Inaugural trip with Cambridge Security Seals – May 10th
- Rockland Named Healthiest County in the State – REDC emphasizing the connection to a healthy economy on social media
- County received a double-Bump Bond Rating Increase – March 2018
- Rockland shares the lowest unemployment rate within the Hudson Valley - 5 % - along with Dutchess and Putnam
- Ramapo Named Safest “Town” in the Country
- Brosnan Risk Consulting – Expanding for the second time within a few months at Blue Hill Plaza with a planned state-of-the-art R&D security lab; project up to 60 employees; REDC attended a meeting there on utilization of the latest technology with reference to safety measures in our community (e.g., school threat obstruction program)
- Dominican College Communications Intern
 - REDC welcomes Justin Duboff this spring to help update the web site, including a strategic alliance page

Sponsorship

- Took a tour a few weeks ago of Pfizer's Corp. HQ which is the 4th largest private employer in the county with 750 employees; seeking to become more involved in the community; we are glad REDC can be a vehicle to help them with that; they have become a Business Benefactor as a \$5,000 level corporate sponsor; they are hosting us for our May board meeting at which time they can tell us more about some exciting recent developments, including their new robotic vaccine storage facility—1 of 10 in the world.

Business Development

- Received company referrals from RCC's Start-Up NY Program
 - Kojiya Organic Juice Co. – Leased space at GARNER Arts & Industrial Center
 - Digital Leadership Training Co. – From London/NYC – scouted Rockland for locations, incl. a co-work space in Blue Hill Plaza
 - Smoked Fish Co. – From Brooklyn - toured Rockland for potential sites
 - Large Food Prep Co. from Westchester looking for commercial kitchen space in Rockland
- IRG - Draft M.O.U. with a bio-fuel company from the Bronx with RCC
 - Film shoots continue in vacant buildings
- Blue Hill Plaza – Epic Insurance relocated from NJ (100+ employees)
 - O&R - Tesla Collaboration – Potentially looking to identify 8 companies to test battery storage system on and what the impact will be on the grid and on business
- Rockland Boulders – Meeting scheduled to assist with enhancing their business model, secure SBA loan financing and explore local vendor pop-ups. They may be moving to the Atlantic League which has a strong operational foundation.
- Manufacturing & Distribution
 - Rockland Bakery expansion
 - Caribbean Food expansion plan
 - Linen Choice/Sanders Collection to start construction soon in Orangetown on wholesale HQ (consolidates multiple facilities from Brooklyn and around the country)
 - RJ Brands – Moving into former Keebler building in Orangetown
 - Former Novartis site – interest from multiple companies; owners hired a firm to draft build-out scenarios

Municipal Collaboration

- Orangetown – REDC serving on IRG Task Force
- Ramapo – REDC scheduled meeting with new Supervisor Specht to discuss economic development issues in the town
- Sloatsburg – USDA Rural Business Development Grant – REDC was able to get Rockland County—previously ineligible—into this program with a funding opportunity for Sloatsburg; Presented to the Village Board of Trustees; in partnership with Valley Rock Inn project. Applied for a \$250,000 grant for a tourism T-O-D “Gateway Park” at the train station that would connect to small businesses in and around Main Street.
 - Leverage Gubernatorial announcement for a new train station at Woodbury Commons Station; how can we build up Rockland destinations on this line? (e.g., Sloatsburg and Suffern). Scott Goldstein spoke about “Opportunity Zones,” in New York State, for example, Haverstraw, Spring Valley and New Square would be designated and described the financial implications in these areas.

Miscellaneous

- Film Sector/Tourism – updated LOS for Rockland Film Tax Credit Bill via Assemblywoman Jaffe
- GARNER Arts Historic District of NY – Nominated them to the American Planning Association as a “Great Place in America”

- Eds & Meds - Speaking May 8th at the second annual Crystal Run Healthcare Junior Physician Program about “keeping healthcare local”

NYS ABO Reporting: Phyllis W. Tucker addressed the board regarding:

- 2017 Achievements, Measurements and Operations
 - ▶ **Motion:** A motion to accept the 2017 Achievements, Measurements and Operations. Motion by Bill Helmer and seconded by Steve Coyle. The motion passed unanimously.
- 2018 Mission Statement and Performance Goals.
 - ▶ **Motion:** A motion to accept the 2018 Mission Statement and Performance Goals. Motion by Mark Rothenberg and seconded by Robert Seaman. Motion passed unanimously.

▶ **Motion:** A Motion to adjourn. Motion by Mark Rothenberg and seconded by Marion Rokeach. The motion passed unanimously. Meeting was adjourned at 10:35 am.

July 18th Board Meeting will be held at Boulders Stadium