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**MINUTES OF THE BOARD OF DIRECTORS' MEETING**  
**WEDNESDAY, MAY 16, 2018 – 5:00 PM**  
**PFIZER FACILITY, 401 N MIDDLETOWN ROAD, PEARL RIVER, NY**

**Present:**

Dr. Michael A. Baston  
Stephen A. Coyle  
Hon. Toney Earl \*  
Rafael Espaillat  
Scott R. Goldstein  
Sabrina HoSang Jordan

Dr. Mary P. Leahy  
Dr. Arthur L. Lerner-Lam  
Malcolm G. McLaren  
Thomas M. Rau  
Marcelo D. Reggiardo  
Mark D. Rothenberg

Robert E. Seaman, III  
Sr. Kathleen Sullivan  
James. B. Tully  
Quinton C. Van Wynen  
Steven M. Yassky

**Absent:**

Dr. Karim A. Abood \*\*  
Debra E. Boening \*  
Hon. Ed J. Day \*  
Eric Dranoff \*  
William F. Helmer  
Jack F. Holt \*\*

Jonathan Kupperman  
Marjorie Lang  
John A. Maraia, Jr. \*  
Dr. Mary Jean Marsico \*  
Bruce W. Mason  
Dr. Donald T. McNelis \*\*

Marian Rokeach  
Robert Sanchez  
Meghan Taylor  
Jill A. Warner  
Christine K. Wise-Vazquez  
Alan Yassky \*\*

\* Denotes Ex-Officio Directors

\*\* Denotes Director Emeritus

**Staff:** Jeremy L. Schulman, President & CEO, Phyllis W. Tucker, Jayne Nichols

**Guests:** John E. Sorrentino, V.P. & COO, Vaccine Research & Development - Pfizer, Charles Bruns, Site Communication – Pfizer, Helen DiGiacoma – Pfizer

The regular meeting of the REDC Board of Directors was called to order by Chair Stephen A. Coyle at 5:16 pm and a quorum was present.

► **Motion:** A Motion to accept the Minutes of the March 26, 2018 Conference Call. Motion by Robert Seaman and seconded by Dr. Mary Leahy. Motion passed unanimously.

John Sorrentino's presentation on Pfizer. He said that Pfizer was one of the top three employers in the county and would be adding 40 new employees in 2018 which would bring their total number to almost 800 employees. He added that they recently invested in and built a new robotic vaccine storage facility that is one of ten such facilities in the world.

**Treasurer's Report:** Chair Quinton C. Van Wynen reported: Revenue & expense ahead of budget; PTAC federal funding has been restored to the full amount.

► **Motion:** A Motion to accept the Treasurer's Report. Motion by James B. Tully and seconded by Robert Seaman. Motion passed unanimously.

**Board Development Committee Report:** Chair Tully reported: Chair Tully explained vacancy on Executive Committee with Sandra Grannum's resignation; went on to further explain that the Executive Committee voted to approve the nomination of Marcelo Reggiardo to fill the vacant position on the Executive Committee; Marcelo was asked to leave the room where upon his name was placed in nomination.

► **Motion:** A Motion to accept the nomination of Marcelo Reggiardo. Motion by Mark Rothenberg and seconded by Steve Yassky. Motion passed unanimously.

Conversation regarding the need to continue to diversify the board to build upon our recent additions; board members should present to the Board Development Committee any person(s) that might be interested in joining; Jeremy mentioned the need to review the By-Laws to determine how best to address “Director Emeritus” status on our Board of Directors – Phyllis Tucker related that a proper definition of board member is necessary for purposes of ABO reporting – Bob Seaman, Esq. offered to review the By-Laws and make recommendations on how to proceed; Steve Yassky, in reference to the issue of diversifying the board, spoke about Warby Parker, Michael Bruno (Valley Rock Inn) and the Orangetown Sports Campus; Tom Rau spoke about small business representation; Jim Tully spoke about tech companies, which, he suggested, might bring in younger people.

**Presidents Report:** Jeremy L. Schulman reported:

#### **Programming**

- **NYS CFA & DRI Grant Process** – Just opened; applications due June 1 for DRI, July 27 for CFA – workshop at RCC June 12
- **Rockland Business Resource Forum** – April 11 (WATCH NEWS12 VIDEO CLIP)
- **Cold Storage Forum** – To be held at IRG in Bldg. 100 with Food Manufacturers / Developer-Contractors / Industrial Sites
  - Exploring commercial kitchen hub and co-packing entity for start-ups, as well
  - Lamont Doherty Observatory might be interested in collaborating due to its need to upgrade its 30-year old, 10,000 SF core sample storage facility which would cost upwards of \$150,000
  - HVEDC would help with info on defining regional impact of such an enterprise
- **Garner Arts Center**
  - **Charrette** – May 31<sup>st</sup> – with Pattern for Progress - 20 experts from various fields
    - Visioning and design process to help develop a master campus business plan
    - Seeking to do another one for a public site like Letchworth
  - **APA Great Places in America** - Nominated GARNER Historic District of NY
- **Understanding Economic Development Panel Series** – with REDC, RBA and IDA and moderated by Rand
  - First Panel – March 1<sup>st</sup> at JCC;
  - Second Panel – June 14<sup>th</sup> at Town of Clarkstown
- **Health-Tech/Bio-Med Cluster Speed Networking Showcase at Crystal Run – Date tbd**

#### **Professional Alliances**

- **Keep Rockland Beautiful**
  - Successful Planning & Land Use Symposium at STAC on March 23<sup>rd</sup> (SHOWED J.E.T.\* STREAM WEB SITE NEWS FEED)
- **Crystal Run Healthcare Junior Physician Program** – May 10<sup>th</sup> (SHOWED J.E.T. STREAM)
  - Spoke to 24 AP HS Students - highlighted Eds & Meds businesses and developments in Rockland and “keeping healthcare local”
- **NY Center for Innovation (IRG)** - NAIOP (National Association for Industrial and Office Parks) – bus tour and presentation – June 7, 2018
  - **REDC, RCC & Gentle Giant Brewing Co.** (grand opening last Sat.) Collaboration – **Rockland Hops Yard**; Prof. Kimmel drafted executive summary for REDC’s concept for a “Rockland Hops Yard” where a consortium of Rockland-based breweries would grow local hops to support the county’s tourism and craft beverage sector
  - In the process of searching for appropriate sites – Clarkstown is looking for agri-biz/touristic uses for land across from Dr. Davies Orchard and was receptive to this initiative; a property in Sloatsburg could also be a possibility because of an interested resident-brewer
- **Village of Sloatsburg**
  - Helped find grant opportunity (SHOWED MAP EXHIBIT) and apply for \$250,000 Gateway Park Project at the train station
  - **Sloatsburg Revitalization Committee** – Invited REDC to talk about grant opportunities on May 14 at Harmony Hall and how Sloatsburg and Suffern can leverage the “Explore Harriman” trail-town initiative/media campaign and ongoing development projects by Tuxedo-Hudson

## BR&E

- **Linen Choice/Sanders Collection** – \$14.1M property acquisition on Glenshaw Street in Orangeburg to construct manufacturing facility that would create 30+ new jobs
  - **Blue Hill Plaza**
    - Epic Insurance – 130 employees
    - Office Evolution – Multi-tenant co-working branch opened doors in Blue Hill Plaza (26- unit and 30-unit spaces) bringing in small businesses, home occupations, freelancers, entrepreneurs, big companies that need space for support staff, temp jobs, etc. – management will make them aware of REDC’s resources and technical assistance right across the lobby
  - Brosnan Risk Consulting – Looking to create an R&D Security Lab to support their state-of-the-art, 24/7 Command Center
- **NYC FC** Opened state-of-the-art soccer training facility April 2018. Aside from employing 40-45 people, generating a real buzz that needs to be cultivated. Roster size of 42 athletes plus 12 main staff and ancillary positions. Community partnerships and spin-off development opportunities. If you use the analogy of a manuf., tech or pharma company, it’s always best to have the R&D presence here because it’s the brains of the operation. Then you can attract the production, back office roles, etc. since they’re all connected to the central, core. In the sports world, that’s what a training facility is. **Meeting and facility tour May 16<sup>th</sup> after BOD meeting with Frank Payne of OMM.**
- **Spring Valley TOD project - Meeting with Eric Jacobov May 22**
- **Rt. 59 Drive-In Property** – Project plan shifted from mixed-use to commercial, non-residential development
- **AYS Catering** – Won bid to manage County Health Center kitchen operations
- **Rockland Bakery** – Conducting due diligence on multiple Rockland sites to build an est. 120,000 SF facility (est. \$30 M total project cost), move a NJ-based plant there and create 100+ new jobs
- **Caribbean Food Delights** – Sabrina Hosang discussed her production line expansion project
- **Urban Electric Power expansion** – \$1,300,000 ESD grant - \$14,370,000 renovation, equipment – retain 46 jobs and create 76 within 5 years – approved by Orangetown Feb. 2018

**Marketing Committee Report:** Chair Tom Rau invited Jeremy to speak; Jeremy spoke about the CEO “Business over the Bridge” series (SHOWED VIDEO CLIP); Middle Skills Academy – Dr. Baston made a few comments regarding this Presidential Series at RCC; described Marketing Committee conference call to discuss the honorees for the 2018 Annual Awards Luncheon and that the committee would be making a decision soon; the issue of a guest speaker arose and Marcelo suggested Greg Braca, President of TD Bank who lives in Rockland as the speaker for the lunch – Chair Rau will reach out to Mr. Braca and get back to the committee; Toney Earl recommended Dr. Baston as potential guest speaker, as well; comment by Scott Goldstein that he thought previous speakers have not been up to par - the board agreed that the speaker 2 years ago was not what REDC had expected but that the speaker last year, Stefan Pryor, Secretary of Commerce, State of Rhode Island was more targeted, talking about Rockland County (where he is from).

**New Business:** Mal McLaren reported that Steve Yassky will be honored by the Salvation Army on November 11, 2018 as “Man of the Year.”

► **Motion:** A Motion to adjourn. Motion by James B. Tully and seconded by Scott Goldstein. The motion passed unanimously. Meeting was adjourned at 6:44pm.

\*JOINT ECONOMIC TEAM