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**MINUTES OF THE BOARD OF DIRECTORS' MEETING
WEDNESDAY, OCTOBER 3, 2018 – 5:00 PM
JAWONIO INC.
260 N LITTLE TOR ROAD, NEW CITY, NY**

Present:

Stephen A. Coyle
Sabrina HoSang Jordan
Malcolm G. McLaren
Mark D. Rothenberg

Robert Sanchez
Robert E. Seaman, III
Quinton C. Van Wynen
Jill A. Warner

Christine K. Wise-Vazquez

Absent:

Dr. Karim A. Abood **
Dr. Michael A. Baston
Debra E. Boening *
Hon. Ed J. Day *
Eric Dranoff *
Hon. Toney Earl *
Rafael Espaillat
Scott R. Goldstein

William F. Helmer
Jack F. Holt **
Jonathan Kupperman
Marjorie Lang
Dr. Mary P. Leahy
Dr. Arthur L. Lerner-Lam
John A. Maraia, Jr. *
Dr. Mary Jean Marsico *

Dr. Donald T. McNelis **
Thomas M. Rau
Marcelo D. Reggiardo
Marian Rokeach
SSr. Kathleen Sullivan
Meghan Taylor
James. B. Tully
Stephen Yassky

* Denotes Ex-Officio Directors

** Denotes Director Emeritus

Staff: Jeremy L. Schulman, President & CEO, Jayne Nichols

Guests: Lucy Redzeposki, Director of Economic Growth & Tourism, Erik Warren, NYS EDC

The regular meeting of the REDC Board of Directors was called to order by Chair Stephen A. Coyle at 5:20 pm and a quorum was present.

Jill Warner's presentation on the growth and program needs necessitating expansion of Jawonio Inc. with a completion date in December 2019. Jawonio provides services to 10,000 people annually in various local regions. REDC helped with the CFA for Workforce Development Training for Unemployed Workers. Jeremy thanked Jill for hosting this Board Meeting in the new Summer Education Program Cabins and Jill hopes in the future to open up the new buildings to the community for public use, conferences, meetings, retreat use, etc.

Lucy Redzeposki expressed concern that Rockland County's municipalities are not receptive to possible economic development opportunities, example Legoland going elsewhere to Orange County. As a result, non-profits like Jawonio are missing out on donations/grants from these corporations.

► **Motion:** A Motion to accept the Minutes of the July 18, 2018 Board Meeting. Motion by Mark Rothenberg and seconded by Bob Seaman. Motion passed unanimously.

Treasurer's Report: Chair Quinton C. Van Wynen reported we are below plan; however, funds are coming in daily from the Awards Luncheon Advertising Journal and we received the check from the County yesterday for \$79,000 approx. therefore we are now in good shape. Intend to schedule a Special Meeting via conference call in October to approve the Budget.

Marketing Committee Report: In Chair Tom Rau's absence, Stephen Coyle confirmed the Awards Luncheon honorees and spoke about the planned videos highlighting each awardee and also Greg Bracco as our Keynote Speaker.

Board Development Committee: In Chair Jim Tully's absence, Jeremy reported that a meeting will be scheduled in November regarding term renewals, training, emeriti designation and general administrative cleanup.

Before presenting his board report, Jeremy L. Schulman shared information on the Lamont-Doherty Open House which will be on Saturday, October 13, 10-4. REDC Board members wishing to attend can contact Dr. Arthur Lerner-Lam before Friday so that he can arrange VIP parking. The following Link will be forwarded to the Board tomorrow; <https://openhouse.ldeo.columbia.edu>

President's Report: Jeremy L. Schulman reported: Thanked Jill Warner, Executive Director/CEO of [Jawonio](#) for hosting us in the new Summer Education Program Cabins at Jawonio. REDC was proud to have celebrated the beautiful Grand Opening. The next phase of Jawonio's expansion plan includes: demolition of several structures and construction of a new, \$18M central building with core services, triple the amount of parking, a commercial kitchen and pharmacy for the campus and open to the community all opening Dec. 2019. REDC wrote a letter of support for their Workforce Development Training for Unemployed Workers which will provide training for disabled and non-disabled, unemployed and underemployed workers in healthcare and Commercial Cleaning. Jawonio is the largest provider of supported employment services in the region; serves more than 10,000 people annually and is the 7th largest employer in the county.

Board News

Lamont – Art couldn't be here but wanted to invite everyone to the Lamont-Doherty Open House which will be held on Saturday, October 13, 10-4. REDC Board members wishing to attend can contact him before Friday so that he can arrange VIP parking. More information at: <https://openhouse.ldeo.columbia.edu>. Jayne will send the link out to the board. It's a really nice peek into their campus—especially for kids—they have lab experiments, it's free, etc.

Jawonio – Participating in a full-day training event on Nov. 15th to discuss ways to develop more effective referrals of candidates with disabilities to meet Mid-Hudson area business needs. Chair of the Workforce Dev. Board I sit on will also be there. In conjunction with NYS Education Dept. Good Rockland representation, including REDC through Jill. Thank you.

County Tourism Office

- Rockland County saw the highest percentage (30 percent) of first time AirBnB listers in the Hudson Valley.
- 74 percent of first-time lister's in Rockland County are women, which is also the highest percentage.
- NYT Tourism and Travel Show – REDC will work a booth shift and loop some econ. dev. video content onto the screen - Jan. 2019

Luncheon

- LCM shot videos for Haverstraw and Sloatsburg and mayors really elucidated how REDC has helped their revitalization efforts.
- Journal will be more of a punchy, magazine-style this year

Grants & Technical Assistance

- USDA Rural Business Development Grant - Successfully lobbied a federal grants administration office to include the Village of Sloatsburg as an eligible area in the Rural Business Development Grant program which would be the only such in designation in Rockland County; working with Mayor Wright, the Board of Trustees and the Downtown Revitalization Committee on applying for upwards of \$500,000 for a tourism transit-oriented tourism development gateway that would benefit small businesses and build on the Valley Rock Inn project; Tuxedo-Hudson Development. Funds set aside. Announcement soon.
- Mid-Hudson Regional Econ. Dev. Progress Report came out and CFA Priority Project Grants were announced
 - REDC consulted for 20-25 orgs.
 - Caribbean Food Delights received a large grant for its on-site expansion.
 - GARNER Historic District of NY received a grant for a feasibility study.

REDC's guidance and support played a part by drafting letters of support and by holding a successful charrette with Pattern at GARNER.

- Many feel the Village of Haverstraw has a great shot at the DRI in its 3rd year of applying next year because of progress they've made.
- Reference was made to the Council's Veteran & Workforce Development Work Group which established a formal relationship with our PTAC and shared its NYS database to better serve disabled Veteran-owned businesses. Lin Simeti in the REDC/PTAC office serves on the Small Business/MWBE Task Force.
- REDC would like to see greater representation from Rockland on the Council since Dr. Wood's seat was not replaced with a Rockland rep.
- Hudson River Valley Greenways – Encountered challenges in trying to obtain Heritage Designations and grants for the GARNER District of NY, Hopper House and Jacob Sloat House/Harmony Hall. Suggested we work with the County Tourism Office to voice our concerns to the appropriate NYS office as these opportunities help Rockland and NYS tourism and economic development.

Mktg.

- Commuting with CEOs in Cars Over Coffee Video Series undergoing final edits
Asked the board for recommendations for a CEO who lives outside of the county to do the next one.
 - LCM will mock up a virtual billboard comparing the lower NYS Corp. Tax Rates with NJ to insert into the first video.

State Corporate Tax Rate Combined States and Federal Corporate Tax Rate

New Jersey 9.0% 28.1%

New York 6.5% 26.1%

- The Film Rockland video is being updated by the county
- Econ. Dev. Seasonal Scroll – Working on a new type of newsletter

Partnerships

- RBA – Through a state energy commission I served on, he brought Hughes Energy to Rockland to make a pitch to the towns for an privately financed 80,000 bio-product recycling facility. Invited me to participate and ask questions, like if this include R&D technology or just be manuf. They are following up with Rockland Solid Waste Authority and looking at transfer station/license agreement improvements.
- Haverstraw – REDC submitted Letchworth as a potential site for a NYS prospect looking to build an Aqua Center
- Clarkstown – Helping them market surplus property across from Dr. Davies orchard for contextual commercial use like a micro-distillery, hops yard, event venue, etc.
- European American Investment Council (EAIC) – We will be the first county in NYS to utilize this resource to connect in specific ways with European companies looking to gain a foothold in the U.S. /Rockland market; our profile will be in the membership directory coming out around Christmas
- SCORE – Hosts sessions at REDC offices; 69 new small businesses were started that they consulted with (2017 data)
- NY Building Congress & NYC Dept. of Planning – Participated in a Geography of Jobs Report Forum –

How we as a region are creating spaces for future jobs, accommodating future workforces and how we can coordinate job strategies across county borders. I am working on seeing if they'd like to hold the second one—a suburban session—in Rockland (first was in NYC).

Programming

- Moderated Regional Chamber of Rockland panel highlighting town and county econ. dev. a couple of weeks ago
- Cold Storage Concept forum planned for Jan. at NY Center for Innovation - incl. commercial kitchen and co-packing facility components
- Holt Drive Industrial Corridor Breakfast being planned with KW Real Estate in the next couple of months
- Health-Tech/Med-Manuf. Event with Crystal Run for the Spring
- Leadership Rockland – Econ. Dev. Day – Jan. 2019 – REDC will be coordinating
- “Power, partners and prospects” forum with O&R at IRG on clean energy is in the works
- Annual Rockland Planning & Land Use Symposium – Tentatively March 23, 2019 at STAQ

Business Development

Avon – Consolidation US Business Operations at Global R&D Center in Suffern (not replacing 105 jobs from Rye); REDC and RBA are reaching out to them to let them know we're here to help them strengthen their Rockland presence

Kohl Industrial Park – New owner, RepNY, county resident, purchased for \$35-\$40 M; looking to lease \$100,000 SF and working on a co-work industrial space concept that we are conceptualizing with them

Sloatsburg Vegan Food Market & Event Space Project, food production and wholesale distribution

Don Coqui to Haverstraw – Strong company foundation, Queens, White Plains, etc. Looking to leverage into tourist destination with theme boat and build out pier.

TransDev – International bus company opened in Hillburn and created 11 new jobs; secured new bridge bus rapid transit contract

Brosnan Risk Consulting – Demo next week if not started already (Tully). Moved into Blue Hill Plaza last year and are already negotiating an additional lease at Blue Hill Plaza to grow from 10,000 SF to 18,000 SF and from 50 to 60 employees (1,500 worldwide) which would enable them to create an 8,000 SF R&D Security Lab to support their state-of-the-art, 24/7 Command Center

Arc-Com - expansion of your corporate HQ and dist. center by about 30,000-40,000k sq. ft

Par Pharma – Making small equipment investment – Aug. 2018

CK Catering – Relocation and expansion and consolidation of 2 companies from Monsey/Hillburn to 35,000 sq ft in the old Novartis complex—first tenant; bringing in approximately 40 employees; operation is providing meals for schools on programs as well as manufacturing food items for distributors (targeted industry cluster in F&B) [O&R meter issue]. Consolidating from Monsey and Chef Mate in Hillburn into Expandit parent company

Pearl River Pastry – 5,000 sf-7,000 sf freezer expansion on campus or leasing off-site space plus potentially more

Major Wine Distributor – Looking to consolidate Mid-Hudson and NJ locations and wanted to be near Monsey; looking at Mt. Ivy/Route 202 Site

Letchworth Stony Point – Have MOU in place for hotel, golf course upgrades and new community bldgs.

Java Love Coffee – Negotiating on Suffern and Nyack sites for coffee roasting and retail operation (would be third location in addition to NJ and Sullivan County, NY) via StartUp NY; REDC is helping with business plan

Major pharma manufacturer - Relocation from NJ to NY Center for Innovation (IRG) with projected 225 jobs which boosts prospects as tri-state hub in the life sciences

US Gypsum – Bought by German Co. Knauf July 2018

Workforce

RCC Rockland Community College Healthcare Middle Skills Academy - June 19

RCC's Middle Skills Academy is scheduling its second meeting with a focus on healthcare that REDC designee Mark Rothenberg will be attending.

WDB - aligning industry cluster focus with the industries we are working to retain and attract

New Positive Econ. Indicator

- Rockland County's Economic Diversity Index = 63.36% as of Aug. 2018, higher than Suffolk, Nassau, Orange, Westchester and Dutchess Counties (Source: Chmura)

Old Business: None

New Business: None

► **Motion:** A Motion to adjourn. Motion by Mark Rothenberg and seconded by Sabrina HoSang Jordan. The motion passed unanimously. Meeting was adjourned at 6:45 pm.