

**MINUTES OF THE BOARD OF DIRECTORS' MEETING
WEDNESDAY, JANUARY 16, 2019 – 5:00 PM
BLUE HILL CAFÉ, BLUE HILL PLAZA, PEARL RIVER, NY**

Present:

Stephen A. Coyle
Hon. Toney Earl *
Rafael Espailat
Scott R. Goldstein
William F. Helmer

Marjorie Lang
Dr. Mary P. Leahy
Dr. Arthur L. Lerner-Lam
Thomas M. Rau
Marian Rokeach

Mark D. Rothenberg
Robert E. Seaman, III
Sr. Kathleen Sullivan
James. B. Tully

Absent:

Dr. Karim A. Abood **
Dr. Michael A. Baston
Debra E. Boening *
Hon. Ed J. Day *
Eric Dranoff *
Jack F. Holt **
Sabrina HoSang Jordan
Jonathan Kupperman

John A. Maraia, Jr. *
Dr. Mary Jean Marsico *
Bruce Mason
Dr. Donald T. McNelis **
Malcolm G. McLaren
Marcelo D. Reggiardo
Robert Sanchez
Meghan Taylor **

Quinton C. Van Wynen
Jill A. Warner
Christine K. Wise-Vazquez
Stephen Yassky

* Denotes Ex-Officio Directors

** Denotes Director Emeritus

Staff: Jeremy L. Schulman, President & CEO, Phyllis W. Tucker, Jayne Nichols, Lin Simeti, Zacha Tuttle

Guests: Lucy Redzeposki, Director of Economic Growth & Tourism, Judith Bachman, Esq.

The meeting of the REDC Board of Directors was called to order by Chair Stephen A. Coyle at 5:05 pm and a quorum was present.

► **Motion:** A Motion to accept the Minutes of the December 12, 2018 Board Meeting. Motion by Robert Seaman and seconded by William Helmer. Motion passed unanimously.

Board Development Committee: Chair James B. Tully discussed the recent meeting of the Board Development Committee which nominated and recommended the following individuals for board approval:

- Tom Rau for Chair - Motion to accept the recommendation. Motion made by Mark Rothenberg and seconded by Sister Kathleen Sullivan. Motion passed unanimously.
- Sabrina HoSang Jordan for the Executive Committee - Motion to accept the recommendation. Motion made by Mark Rothenberg and seconded by Robert Seaman. Motion passed unanimously.
- Judith Bachman, Esq. to join the REDC Board of Directors - Motion to accept the recommendation. Motion made by Mark Rothenberg and seconded by Marian Rokeach. Motion passed unanimously.

Treasurer's Report: Finance Committee member, Stephen Coyle, presented the monthly reconciliation. Conversation took place about a few past advertisers that did not participate in 2018, as well as the successful engagement of new advertisers.

► **Motion:** A Motion to accept the Treasurer's Report. Motion made by James Tully and seconded by Tom Rau. Motion passed unanimously.

Also presented was the 2019 Modified Budget proposal which will be further revised prior to a vote and presented to the board for consideration at the March meeting.

Governance Committee: Chair William Helmer commented on the agenda item “By-Law Amendment re: Emeritus,” asking the board to take this up at the March board meeting so he has an opportunity to review.

Marketing Committee Report: (A discussion about the luncheon discussion took place during the Treasurer’s Report.)

ABO Compliance: Phyllis W. Tucker addressed the board and the following documents were discussed:

- REDC Code of Ethics
- REDC Whistleblower Policy
- REDC Procurement Policy
- REDC Property Disposition Policy
- REDC 2018-2019 Investment Report
- REDC Internal Control Policy
- REDC Organizational Chart
 - After a careful review and discussion of these documents, a motion to reaffirm the REDC Code of Ethics, Whistleblower Policy, Procurement Policy, Property Disposition Policy, 2018-2019 Investment Report, Internal Control Policy and the Organizational Chart was made by Mark Rothenberg and seconded by Dr. Mary Leahy. Motion passed unanimously

President’s Report:

- **Budget** – Ended 2019 net neutral after much belt-tightening; balanced budget for 2019 incl. \$20k for fundraising line; organization is in a good fiscal condition, but needs to upgrade computer server
 - **Audit Committee** – We will be having the independent cpa present the financials in Feb.
- **Marketing**
 - **Rockland Microbrewery Article in RC Biz Journal** – REDC provided story idea and quote that craft food and beverage has become a thriving cluster in the county = free advertising; cross-promoted on web/digital media (see handout)
 - **Rockland County Business Profiles** – Created for HVEDC collateral/web site and Trans Atlantic Business Council membership directory, respectively, extending REDC’s regional and global branding and reach
 - **RK Pharma PR** – Partnered with IRG & JLL Realty on press release highlighting attraction of this company to Rockland; leverages strong biomed cluster
- **Programming & Professional Alliances**
 - **Rockland Cold Storage Concept** – New companies and investors interested in partnering on this endeavor
 - **Leadership Rockland** – REDC helped to plan Economic Development Impact Day on Jan. 8th; board member Dr. Lerner-Lam Art moderated the Energy and Tech Panel (Ei3, Bloomberg, O&R, Hughes) which was a highlight of the program
 - **Partnership with Rockland Planning Dept. and Pace Land Use Law Center** – on potential CFA grant to assist municipalities with streamlining the development process; drafting economic development chapters to their comprehensive plans; or conducting a LULA program on economic development
 - **Corporate Engagement Committee** – Exploring the creation of an ambassadorial function composed of RBA/REDC/County to reach out to companies to make them aware of business resources and opportunities, as well as how they can get more involved in their community
 - **Rockland Council of the Arts** – The president of REDC was asked by Cheryl Baun, who leads the Arts Council, to join a newly formed Advisory Coalition that will include a focus on links to arts and business
- **Grant Announcements**
 - **CFA** – 11 Rockland companies and organizations received awards
 - **USDA RBDG Sloatsburg Grant** – We were told by the regional grants office that \$250k funding ask was set aside for the grant we shepherded for a Gateway Plaza at the Train Station; announcement forthcoming; processing was held up by federal government shutdown as the Middletown, NY office is closed due to furloughed employees

- Business Development
 - Positive Economic Indicators
 - The Unemployment rate remains at a low of 3.1%.
 - Since 2015, the county has added nearly \$8 billion in tax ratables
 - Signature Properties
 - **Avery Dennison Building** – This 60,000 sf building which received multiple, qualified offers is now in contract to a local company that is expanding
 - **Former Novartis Site** – Pyramid Brokerage/CW was hired to help market and lease the property which will feature multiple tenant space scenarios; REDC scheduled a meeting with them re: rebranding strategy along the lines of the NY Center for Innovation
 - **Teva** – REDC is working with McBride Realty on a pharma manufacturing and testing company with a presence in the U.S. and India which is interested in the entire building
 - **RPC Site** – Hotel prospect expressing serious interest
 - **14 Broadway, Haverstraw** – Assisting new owner with “highest and best use” and incentives for historic restoration
 - BR & E
 - **RK Pharma** – Signed lease at NY Center for Innovation
 - **Java Love Coffee Co.** – REDC assisted this company with site selection; business plan and incentive coordination; going before the Planning Board in March; expected to open in the spring in a converted bank building in Suffern
 - **Remedy** (Valley Agriceuticals) – County’s first medical cannabis dispensary to open on Rt. 304 in Bardonia; \$1M building renovation; 8-10 jobs; license for the other 3 dispensaries are for Utica, Huntington, LI and Williamsburg plus a grow facility in Walkill
 - **Sheldon at the Suffern Station** – Expected to open April 2019; deposits on almost all 90+ units; empty-nester demand; T-O-D is a big attraction
 - **TV & Film Group** – REDC toured Nyack College site with a team that builds creative clusters around TV & Film Production
 - **Counter Current Brewing Co.** – Rockland home brewer start-up developing business plan for nano-brewery
 - **Kojiya Juice** – Craft juice maker opening soon in the GARNER Historic District
 - **Hudson Mill Restaurant** – Opening soon at GARNER; will attract a new market and extend the business hours of the campus
 - **Uovo** – Toured high-end art storage facilities; 100,000 sf on Bradley Hill Road and 150,000 sf on Kings Highway; company is looking to become more involved in the community and is looking for investment opportunities; 20 employees and still hiring--REDC put them in touch with the Rockland Career Center job matching; niche storage is expanding as a county-wide use
- **PTAC Program report:** Lin Simeti, PTAC Program Director reported: REDC PTAC is nearing the end of its present contract and on board towards meeting its goals. The proposal for the new contract expected to begin on 3/1/19 is in for approval.

Old Business: Bill Helmer, owner of the former Presidential Life building in Nyack, reported that the portion he is leasing to RCC for their Hospitality and Culinary Center will be opening soon to the students.

New Business: None

► **Motion:** A Motion to adjourn. Motion by James B. Tully and seconded by Tom Rau. The motion passed unanimously. Meeting was adjourned at 6:13 pm.