

**Rockland Economic Development Corporation**

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**MINUTES OF THE BOARD OF DIRECTORS MEETING  
WEDNESDAY, AUGUST 24<sup>th</sup>, 2011 – 5:00 P.M.  
HILTON PEARL RIVER**

**Present:**

Stephen Coyle	Jonathan Kupperman	Chuck Schneider
Jan Degenshein *	Arlene Lapidos	Robert E. Seaman, III
Vincent L. DeLucia	William Longhi	Sr. Kathleen Sullivan
Rafael Espaillat	Hector A. May	Quinton C. Van Wynen
William F. Helmer	Malcolm G. McLaren	Cliff L. Wood
Judith Hershaft	Clement Osei	Steven M. Yassky
Jack F. Holt	Marian Rokeach	Jeffrey M. Zupan

**Absent:**

Karim A. Abood **	John A. Maraia, Jr. *	Mark D. Rothenberg
Raja R. Amar	Mary Jean Marsico *	Serge Seguin
Harriet D. Cornell *	Bruce W. Mason	Burt Steinberg * **
Karyl Caplan	Donald T. McNelis	James B. Tully
Eric Dranoff *	Philip A. Patterson	Hon. C. Scott Vanderhoef *
Sandra D. Grannum	A. Jon Prusmack	Aimee Vargas *
Paula Mandell	Thomas Rau	Alan Yassky **

**Staff:**

Liz Cranston, Pauline Drakopoulos, Ronald Hicks, Liz Kallen, Jayne Nichols

\* Denotes Ex-Officio Directors

\*\* Denotes Director Emeritus

The regular meeting of the REDC Board of Directors was called to order by Steven Yassky, Chairman at 5:12 p.m. and a quorum was present.

► **Motion:** A Motion to approve the Minutes of the May 18, 2011 meeting. Motion by Bob Seaman and seconded by Bill Helmer. Motion passed unanimously.

► **Motion:** A Motion to adjourn. Motion by Vincent DeLucia and seconded by Jan Degenshein. Motion passed unanimously.

**Treasurer's Report**

Quinton Van Wynen reported that on the revenue side, the County and PTAC funds are right on target for the first half of the year and expense tracking is good. Effective July 1, Karen Rehm, Director of Finance and Administration, retired. REDC will not be replacing Karen; rather her responsibilities are being reassigned to current staff as well as hiring a bookkeeper who is a QuickBooks Pro advisor to handle the financial side of the business. REDC is changing over the finance process to QuickBooks and Paychex developed a Human Resources manual that will keep us in compliance. In addition, a Finance Committee will be formed to meet monthly to review the previous month's transactions and to ensure best practices are adhered to and that we are in compliance. There will be an amendment to the By-Laws to establish the new committee. It will be discussed at the October Board meeting.

## **President's Report**

Ron Hicks reported on recent economic development activity including:

**Business attraction projects:** The IDA has authorized Cambridge Security Seals for tax incentive benefits related to the company's purchase of an existing manufacturing site in Haverstraw. It plans to invest \$4 million and create 25+ jobs. A biotech company from New Jersey is looking at several sites, and two sites in Orangetown have been identified for data center operations. He has been working closely with Rick Struck, O&R, on their data center action response team project, also known as DART.

**Retention and expansion projects:** Meeting with representatives from DressBarn to find a suitable site for their corporate headquarters, keeping them in Rockland County. The RCEAC closed on a \$4 million tax-exempt bond for Mental Health Association.

**PTAC Program:** In Rockland County alone, PTAC has 360 active clients and in the month of July were awarded contracts totaling \$8,322,530.

REDC sponsored a summer intern, Adam Parkes. Adam worked on a number of projects including a small business survey, created and published—using an online survey software and questionnaire tool called SurveyMonkey, to help identify the needs of businesses. The results of the survey will allow REDC and the State to effectively respond to Rockland's business community. In addition, Adam completed a commercial property comparison, comparing property taxes in Orangetown to those in neighboring Montvale, NJ.

**BioHud Update:** Westchester County is on the forefront of the initiative and moving forward. Two Westchester biotech firms announced a new Mini-MBA Program, a regional initiative expected to help employees develop management skills and give the entire industry a boost throughout the Hudson Valley. In addition, NY Medical College is hosting an event that representatives from Pfizer plan to participate in but he would like to have someone from Novartis there as well. Sue Rutledge, from the County Executive's office, is arranging a meeting with Ron to meet key contacts located in Suffern and to discuss their prospective participation.

A printed color copy of the 2010 Annual Report was distributed to the Board. In addition, Ron previewed a digital edition of the report that will be distributed to over 4,000 contacts in the County. REDC will save more than \$4,500 distributing the report as a digital file rather than printed color copies. The Board was excited about the digital concept.

A document was distributed to the Board for their signature – Acknowledgement of Fiduciary Duties and Responsibilities. Directors are to sign and return to Jayne Nichols. The Board will adopt the document into its Code of Ethics at the October Board meeting.

**Upcoming events:** The annual Board of Directors Dinner and Meeting will be held again at Manhattan Woods Golf Club, date of the event to be determined. The board will be notified of the date via email. The 10<sup>th</sup> Annual Forty under 40 Reception is October 20<sup>th</sup>, and the 17<sup>th</sup> Annual Economic Development Awards Luncheon is November 18<sup>th</sup>. Both events will be held at the IBM Executive Conference Center in Palisades.

## **Committee Reports**

**Board Development Committee** – Nothing to Report.

**Business Development Committee** – Nothing to Report.

**Public Policy Committee** – Robert Seaman, Chair, thanked Jack Holt and Bill Helmer for the new Provident Bank Park stadium, home of the Rockland Boulders, stating that it's a positive addition to the community. In addition, he mentioned the recently created regional economic development councils, including the Mid-Hudson council and then handed it over to Ron Hicks to explain the particulars.

Hicks explained that the Regional Councils were announced at the end of July and Rockland is well represented. Members include: C. Scott Vanderhoef, Dr. Cliff Wood, Al Samuels and Chris St. Lawrence. The various councils will compete for \$40 million in state funding but the plan to determine distribution of the funding is not clear. However, the Mid-Hudson Regional Council is already meeting and formulating plans.

Cliff Wood was on hand to add further information including:

To date, the Mid-Hudson Regional Council has had two meetings, which Lt. Governor Duffy attended. By November, the Council will develop a business plan and present its programs to promote business in the mid-Hudson region. The Council is tasked with identifying projects in the region that will attract jobs and help small to mid-sized companies grow. Longer term issues that need to be addressed and are driving business away, are taxes and labor. Dr. Wood will be assembling teams to plan strategically, particularly to focus on the biotech industry and cluster in the Hudson Valley. There will be more information provided and discussed at the October Board meeting.

Finally, Seaman discussed the Haverstraw water supply issue. He asked that the Directors send letters to our elected officials in support of the project. Hicks offered to draft a letter and send it to the Directors requesting their support.

**Tactical Response Group** – Jack Holt, Chair, mentioned on-going conversations with the Town of Orangetown re: RPC land development. Regrettably, their opinions on how best to develop the land are not coinciding and there is opposition on the Town's side.

**Old Business** – None.

**New Business** – None.

There being no further business, the meeting was adjourned at 6:00 p.m.