

Rockland Economic Development Corporation

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**MINUTES OF THE BOARD OF DIRECTORS MEETING
WEDNESDAY, OCTOBER 2, 2013 – 5:00 P.M.
HILTON PEARL RIVER**

Present:

Raja R. Amar	Kerrin Mahaffey	Robert E. Seaman, III
Stephen Coyle	Dr. Mary Jean Marsico*	Sr. Kathleen Sullivan
Vincent L. DeLucia	Ryan McLeod representing	James B. Tully
Rafael Espailat	Aimee Vargas*	Quinton C. Van Wynen
Sandra D. Grannum	Thomas Rau	Hon. C. Scott Vanderhoef*
Jack F. Holt	Marian Rokeach	Cliff L. Wood
Jonathan Kupperman	Mark D. Rothenberg	Steven M. Yassky

Absent:

Karim A. Abood**	Paula Mandell	A. Jon Prusmack
Harriet D. Cornell*	John A. Maraia, Jr.*	Serge Seguin
Eric Dranoff*	Hector A. May*	Burt Steinberg**
William F. Helmer	John McAvoy	Alan Yassky**
Judith Hershaft	Malcolm G. McLaren	
Bruce W. Mason	Donald McNelis**	

*Ex-Officio Directors; **Director Emeritus

Staff: Liz Cranston, Michael DiTullo, Pauline Drakopoulos, Jayne Nichols

The regular meeting of the REDC Board of Directors was called to order by Sandra Grannum, Chair, at 5:07 p.m. and a quorum was present.

► **Motion:** A Motion to accept the Minutes of the July 24, 2013 meeting. Motion by Mark Rothenberg and seconded by Jack Holt. Motion passed unanimously.

► **Motion:** A Motion to accept the Treasurer’s Report. Motion by Mark Rothenberg and seconded by Jack Holt. Motion passed unanimously.

► **Motion:** A Motion to accept four new directors put forth by James Tully, Chair, Board Development Committee, to the board effective January 1, 2014. Motion by Mark Rothenberg and seconded by Quinton Van Wynen. Motion passed unanimously.

► **Motion:** A Motion to adjourn. Motion by Quinton Van Wynen and seconded by Jack Holt. Motion passed unanimously.

Treasurer’s Report

Quinton Van Wynen reported that as of the end of August, financials are on track, as indicated in the distributed consolidated budget. We should receive the second payment from the County by the end of October and another payment from the Orange County IDA. However, we will not be receiving the supplementary funding from the County in the amount of \$21,000 to administer the Empire Zone Program—due to the administration no longer being handled at a local level, it is now handled at a state level. There is a \$10,000 budgeted surplus so the \$11,000 deficit

should be acceptable with our current financial position. We will be careful with any future spending and look to reduce any expenses where possible. On the expense side, monies secured for the external marketing fund is tracking nicely for the future advertising campaign.

President's Report

Michael noted that current numbers reported by the NYS Department of Labor are a good indicator about our local economy. The current unemployment rate is 6% vs. 7.3%, October 2012, and Rockland County has added 3,400 jobs year-over-year, with the private sector job count increased to 152,000.

A limited scope review is currently underway by the Authorities Budget Office (ABO). They did a random selection of local economic development agencies and selected REDC for a review. The scope of review is for the period of 2011-2013, and includes a review of REDC's financials, agreements and contracts, as well as the revolving loan fund and PTAC. The ABO will provide REDC with a draft of their findings before being published by the Comptroller's office. The information will be shared with the board as soon as it's made available.

As part of an \$8 million expansion project, the County Executive and Rockland IDA recently announced that pharmaceutical company Cerovene, Inc. purchased the empty building at 10 Corporate Drive in Orangeburg, known as the Pelco building. A research and development company that works in drug delivery technologies, Cerovene, plans to expand its operations from nine employees to 75 over the next seven years, at its new Orangeburg facility. Recently, it leased property in Valley Cottage. The Rockland IDA provided Cerovene with sales tax exemption on up to \$3.5 million in furniture, fixtures, equipment and construction/renovation materials related to the project, mortgage recording tax exemption on \$1.988 million in financing, while a PILOT (Payment in Lieu of Taxes) agreement with Pearl River School District and Town of Orangetown is currently in the approval process.

Attraction and retention inquiries into REDC continue with customer requirements from relocation consultants, brokers, developers and end users. Recent requirements include: a medical office looking for 50-60,000 square feet of space; a global IT firm with a 100,000 square foot office requirement, looking to relocate here; A 100,000 square foot corporate HQ requirement looking at Blue Hill Plaza. The Rockland IDA has already induced the project; a 30-50,000 square foot lab requirement at the Pfizer campus; and a 75,000 square foot R&D requirement looking at an empty building.

In reference to the Pfizer campus, prospects have been narrowed down to (2) bidders. Pfizer is reviewing their final proposals to redevelop the site and will hopefully make a decision by year end. In addition, Dr. Cliff Wood has been in discussions with SUNY R&D representatives to discuss a possible educational incubator/accelerator at the Pfizer campus.

The next Real Estate Council (REC) meeting is Thursday, October 3rd. Bob Bracco, Director/Operations Management, at the Pfizer Pearl River site, will present the current status and future plans of the campus. The meeting is being held at Pfizer.

On October 1st, Michael spoke in support of United Water and the need for its proposed desalination plant at a hearing held at Clarkstown South High School in West Nyack. He cited examples of businesses that have a critical need for water including the global financial giant, Bloomberg, as well as future data centers, IT firms, and healthcare related businesses.

To date, monies pledged/secured for the external marketing campaign total more than \$70,000. We are very grateful for the on-going support of the business community and with their commitment, partnership, and sponsorship, we will develop an outstanding marketing campaign to build on the positive image of doing business in Rockland, generate awareness and communicate the benefits of living, working and thriving here. While we planned to launch the campaign 4Q13, we made a strategic decision to move the launch to 2Q14, as we continue to raise more resources.

On October 22nd, REDC will host the 12th Annual Forty Under 40 Awards reception, sponsored by Provident Bank. In addition, the Crowne Plaza Suffern, has agreed to sponsor the A/V rental for \$2,500 (Because the facility is not outfitted with the essential A/V equipment, it's being rented from a business located in Nanuet). The event is being

held at Paramount Country Club in New City and all directors are welcome to attend. A handout is included in the board packets with all of the details.

To date, 106 journal ads have been sold in support of the Advertising Journal. Scheduled for November 22nd, Kenneth Adams, Empire State Development's (ESD) President & CEO and Commissioner of New York State's Department of Economic Development will serve as the Keynote Speaker. In addition to the (4) awards given out annually, Award of Distinction, Manufacturer of the Year, Entrepreneur of the Year and Service Provider of the Year, REDC will honor County Executive, C. Scott Vanderhoef with a special award for his 20 years of service and the Rockland IDA with the first-ever President's Award.

Recent and/or upcoming events include: a PTAC sponsored Disaster Preparedness seminar held at O&R's Spring Valley facility, where more than 70 people attended; On October 4th, RCC is hosting a Manufacturing Day event at its newly expanded Haverstraw Center; On October 17th, Provident Bank is hosting a Business Ethics program at Rockland Country Club, sponsored by Provident, St. Thomas Aquinas College and REDC; On October 27th, the Rockland County Clerk's office is hosting a small business seminar with representatives from REDC, Rockland SCORE and NYS SBDC making presentations. Handouts for some of the events are included in the board packets.

Committee Reports

Executive Committee – Sandra Grannum, Chair, reported that in reference to the external marketing campaign, a “think tank” session will be held in early January with members of the Executive Committee and the Business Development Committee. A meeting notice will be sent to the related directors.

Board Development Committee – James Tully, Chair, put forth nominations to appoint four new directors to the board effective January 1, 2014, including: Jill Warner, Jawonio; Sara Tucker, First Niagara Bank; Kevin Duignan, St. Thomas Aquinas College and Scott Goldstein, GKG, CPAs.

Business Development Committee – Nothing to report.

Audit Committee – Nothing to report.

Public Policy Committee – Robert Seaman, Chair, reported that in reference to Homeland Security, he recently traveled around Rockland with a four-star general in the U.S. Army, interested in available sites in the region. It was a much protected mission but very productive.

Tactical Response Group – Jack Holt, Chair, reported that he too was called upon by United Water to speak in support of the desalination plant. His son, Jay Holt, will represent business at the second public hearing being held in Haverstraw.

New Business

County Executive, C. Scott Vanderhoef, thanked everyone for their acknowledgement of his years of service and noted that it's very rewarding to receive praise for the work he has done rather than being criticized for some of his decisions. He did note that taxes were one of the biggest concerns when he came into office and ironically, 20 years later, is still one of the number one concerns today. In addition, he updated everyone on some outstanding issues including: The latest S&P rating for the county is stable. In reference to the \$96 million bond, he is waiting to hear from the state. The bond will be very helpful to aid the county's financial situation. RFP's are due to the newly formed local development corporation—formed by the County with the goal of selling the Summit Park Nursing Care Center, by November 7th. A final decision will be made in December. Regarding the new Tappan Zee bridge project, Governor Cuomo is trying to get a federal loan to fund the project but the critical focus and future discussions related to the project need to support Rockland residents just as much, if not more, than Westchester. He noted... It's not just about moving people across the 287 corridor.

There being no further business, the meeting was adjourned at 6:04 p.m.