

**JOINT MEETING MINUTES  
EMERALD CORPORATE CENTER  
ECONOMIC DEVELOPMENT CORPORATION  
BOARD MEETING**

**December 11, 2018 – 8:00 AM**

**Sullivan County Government Center – Division of Planning Conference Room**

**Members Present**

Luis Alvarez  
Freda Eisenberg  
Josh Potosek  
Gerald Skoda  
Alan Sorensen  
Heinrich Strauch

**Others Present**

Kassondra O'Brien-Ambrosi

**I. Call to Order**

Freda Eisenberg called the meeting to order at 8:09 AM.

**II. Approval of Minutes**

The motion to pass the October meeting minutes was introduced by Skoda, seconded by Strauch.

**III. Payments**

The board reviewed the following payments:

- Bills Paid
  - Dennis Dietrich (September 2018) \$ 2,166.66
  - Verizon (September 2018) \$ 53.24
  - NYSEG (October 2018) \$ 540.59
  - Schmidt's Wholesale, Inc. \$ 17.26
  - Sazoff & Sons Landscaping \$ 880.00
  - Dennis Dietrich (October 2018) \$ 2,166.66
  - Verizon (October 2018) \$ 48.52
  - NYSEG (November 2018) \$ 409.55
  - Mike Preis, Inc. (ESWC D&O) \$ 3,928.09
  - Gitlin & Associates, LLP \$ 4,500.00
  - Tony Monaco Landscaping, Inc. \$ 1,865.50
  - Mike Preis, Inc. (ECC D&O) \$ 4,500.00
- Bills to be Paid
  - Dennis Dietrich (November 2018) \$ 2,206.66
  - NYSEG (December 2018) \$ 453.23
  - Keystone Associates \$20,000.00

After a brief discussion of the deliverables the Keystone has left in their \$25,000 total contract Skoda motioned to pay all of the bills except for the Keystone Associates. Sorensen seconded.

The group later determined that Keystone should be paid half of the original invoice for their work.

**IV. ABO Committees**

Eisenberg reported that the following committees need to meet twice each year, scheduling will be occurring soon. O'Brien reported that she will be coordinating the meetings.

1. Governance: Luis Alvarez, Gerald Skoda, Jay Weinstein.
2. Audit: Freda Eisenberg, Gerald Skoda, Jay Weinstein.

**V. Corporate Park Property**

Eisenberg reported that after many attempts at contact, Lemery Griesler has continued to be unresponsive to requests for older documents, and that the board may need to create a document that states what will occur when everything is sold. The current deed restrictions do not detail the situation, only the creation of a Property Owners Association and architectural review in future development.

Eisenberg reported that a \$500 Sullivan Renaissance grant for landscaping at the sign was secured and the work was completed in November based on a design featuring deer-resistant plants. The reimbursement will be coming in this week.

Eisenberg reported that the RFP for exclusive commercial real estate brokerage services due on December 10<sup>th</sup> did not generate any responses from the contacts that included firms in Sullivan and Orange counties. The Board discussed potential brokers and pursuing single-source procurement once Keystone Associates has finished their final renderings for subdivision.

Ken Ellsworth from Keystone Associates joined the meeting by phone at 8:20 to go over the sketch plan options provided for the corporate park property. The group discussed the pros and cons of the first and second design options in terms of building size, earthwork required, grading, maintenance, and the current market. There was consensus to move forward with Option 2, which will create 2 larger lots to develop, despite the potential need to sell them at a lower cost to be competitive in the market and mitigate the costs of unusable land and grading. Sorensen suggested that the Wanaksink Lake Club may be interested in taking over some of the undevelopable land in the back of the property, and Skoda suggested creating a Forever Wild Zone/conservation easement to remove the tax and maintenance burden.

Strauch inquired if the parcels would be marketed as pre-approved, and the group agreed that the more approvals it can get for the property in advance, the better the chance of selling it. The group decided to try and get informal approval from Thompson's Planning Board while Keystone is still in contract in case any changes need to be made.

O'Brien informed the board that Keystone will be finalizing drawings, completing the Part 1 EAF, and creating 3-D renderings as the final portions of their contracts which should be done within the next month.

**VI. Water Company**

Eisenberg reported that the County and Thompson Supervisor Bill Rieber discussed the sale of the water company under the following preliminary terms:

- Emerald Corporate Center Economic Development Corporation will subsidize the water company at the amount of \$20,000 per year for seven years, and;
- If the water company is not cash positive by the 7<sup>th</sup> year, will continue subsidizing the water company at the amount of \$10,000 for the next three years.
- ECCEDC will support the creation of an Emerald Springs water district;
- The water district will include, at minimum, the entire corporate park;

- The district will not assess charges on undeveloped properties in the corporate park

The group agreed that this was the direction they'd like to move in as it would cut the costs of operating the company by 2/3s per year. Eisenberg suggested adding a clause that if the Town was cash positive before the 7 year mark, ECC should be able to halt the subsidy payments, which was met with agreement.

Skoda motioned to proceed with discussions and have the Town create the first draft of the agreement. Seconded by Sorensen.

## **VII. New Business**

Strauch requested that the group discuss the Apollo property. Potosek reported that the County has taken back the land from behind the Apollo (Phase II) and will be signing the official paperwork in the coming weeks. Most of the environmental/SEQR and traffic analyses have been completed for the site for a landfill use, and should only need minor updates.

Eisenberg suggested that when ECC EDC officially acquires the property, it should market the site with the concept plans, opportunity zone benefits, and with costs for grading and other costs. The group agreed, and Potosek discussed the possibility of partnering with SUNY Sullivan once a developer purchases the site to create college-level training in conjunction to be eligible for StartUp NY funds.

Alvarez questioned access to the site and suggested using Rose Valley Road as a long driveway in to avoid any camps on the way to the site, and discussed the challenges of the rock at the site.

## **VIII. Adjournment**

On a motion made by Eisenberg, seconded by Skoda, the meeting was adjourned at 9:14 AM.