



Board of Directors Meeting Minutes
March 5, 2019 – SCP Board Room, Monticello, NY

Present	Absent
Jim Bates Karen Fisher Fred Stabbert Gary Silver Ian Blumenthal Jaime Schmeiser Jen Flad John Brust Kevin McLaren Larry Wolinsky Michael Zalkin Roberta Byron-Lockwood – via conference Gary Schmidt Eric Egeland Jeff Siegel	Steve Vegliante Alan Zuckerman Jay Quaintance Josh Potosek Laura Quigley Michael Dollard George Kinne Jerry Skoda John Conway Jonathan Schiller Matt Dorcas Randy Resnick

Also present: Marc Baez, Jennifer Clayton, and Jen Cassaro.

Let the record show there was a quorum.

The board meeting was called to order 8:00am by Jim Bates, Chair.

Jim brought up the matter of directors not attending monthly meetings and stated that some are almost at the limit. Jim stated that we make it easier by having the option to call in and that calling in to the meeting counts towards attendance and that excused do not count towards. Jim stated that he will be sending out an email to all directors reminding them of the attendance policy, which is stated clearly in the by-laws.

Approval of Minutes: Karen Fisher motioned to accept the February board minutes and Jeff Siegel seconded, all were in favor and none were opposed. Motion was passed.

Approval of Schedule of Payments: Larry Wolinsky motioned to accept the schedule of payments and Gary Silver seconded. Eric Egeland asked Gary Silver if he would have to abstain from the schedule of payments from this point on. Gary stated that yes he would. Eric Egeland abstained. All were in favor, none were opposed. Motion was passed.

Financials: Eric went over the financials for February. Dues are down making total income down. Marc stated that Langan & JLL will be coming in as Gold investors, waiting on the checks. Fred

Stabbert motioned to accept the financials and Michael Zalkin seconded, all were in favor and none were opposed. Motion was passed.

Membership Committee: Michael Zalkin stated that the committee is meeting monthly and have 5 business people involved. They are very active and looking at getting back the drops over the past few years and getting some investors to upgrade. Marc will start working on “In The Know”.

SCVA: Roberta stated that the Dove Project is in full force, 50 doves and local artists will start painting them and then they will go out into the community. SCVA is doing 2-3 tradeshows a week. Brochure Exchange will be in May. Lots of promotional activity going on.

IDA: Jen Flad stated that the IDA currently has 50 PILOT projects, \$6.6M will be distributed out to the Towns/Villages. 20 loans administered and out in the community. Equipment leases are a big thing for the IDA. A presentation on the Old Route 17 Study was done to the board. Have many programs available including Arts Industry, Solar Development. Currently have 5 solar projects in Sullivan County and the electric needs to be put back into the community, allowing residents to subscribe to usage. Larry stated that a pro-active effort to the community should be done explaining what PILOT is and what the benefits are. Larry stated that there are misconceptions on what the program really is.

Sullivan County Chamber: Jaime stated that the Chamber is filling spots that have been neglected over the years. Getting the local chambers together to see how they can help each other out and work with the Sullivan County Chamber. Workforce committee has met and looking at how to get new residents to move here: work, live, play. Annual Fundraiser is on April 6 at Sullivan County Airport at 5:30pm a Woodstock tribute; cost is \$69 per person.

Real Estate: Ian stated that sale prices have increased. On average the days on market has gone down to 134 days. New listings every day.

Employee Update: Marc stated that we have not advertised the position. There is someone we are interested in who is currently finishing up her masters and will graduate in May. She will be coming in on Friday to talk to us and so we can give her an idea of what we are looking for and see if it will be a fit. If she decides not to come on board, we will advertise the position.

Opportunity Zones: there is some money at the County that will go towards. Modeling it after Lehigh, PA. Why invest in these projects or communities. Partnership would be the pass through with the money

Old Route 17: putting together a budget, IDA board received it well. \$250,000 was requested. Working with land owners may be a problem. GEIS will be done on the whole corridor and we would need to create an LDC to handle the day to day on the project.

Grossingers property is cleared and ready to go. Kalahari is still interested in seeing Sullivan County and will be in contact with us to come and look at some sites. The owner of property on Cimarron Road is looking to become an investor and wants to sell the property. Property is 100 acres with water & sewer already.

This year is our 25th Anniversary – need to start planning. Where to have, theme, ect. Will be contacting the Marketing Committee to get together to discuss further.

Gary Silver motioned to adjourn the meeting at 9:06am and Eric Egeland seconded, all were in favor and none were opposed. Motion was passed.