

ULSTER COUNTY LEGISLATURE
ECONOMIC DEVELOPMENT, HOUSING, PLANNING & TRANSIT COMMITTEE
MEETING MINUTES - February 25, 2009
MEETING HELD AT: UCAT – One Danny Circle, Kingston, NY

COMMITTEE MEMBERS

PRESENT: Legislator Hector Rodriguez – Chair
 Legislator Gary Bischoff
 Legislator Peter Loughran
 Legislator Mary Sheeley
 Legislator Catherine Terrizzi

ABSENT OR EXCUSED: Legislator Wayne Harris
 Legislator Joseph P. Roberti, Jr

OTHERS ATTENDING: Lance Matteson, President of UCDC
 Lydia “Lee” Reidy, Exec. Director of Cornell Co-Op
 Vic Melville, League of Women Voters
 Jordon Balsamo, Partition Street Wine Shop - Saugerties

Chairman Rodriguez called the meeting to order at 6:00 pm and asked for a motion to approve the February 2nd minutes. **Motion was made by Legislator Loughran, seconded by Legislator Bischoff. All were in favor.**

OLD BUSINESS:

- Federal Stimulus Package (see attached update)
- UCDC and Solar Consortium Performance Documents (attached)

NEW BUSINESS:

- Mr. Jordan Balsamo, Partition Street Wine Shop – Saugerties
Topic of Discussion: The Sale of Wines in Supermarkets/Retail Establishments
Vs. Sale of Wines in Wine Stores
Mr. Balsamo expressed that if box stores are allowed to sell wines, it will put him and many other small wine shops out of business as they just won't be able to compete. Wine stores aren't allowed to sell anything but primarily wine whereas the retail stores could easily sell complimentary items to go with the wine. Legislator Bischoff advocated to support the local wine shops and offered up a memorializing resolution for the Committee to sponsor urging our NYS representatives to reject legalizing wine sales in retail stores.

- Lance Matteson, President of Ulster County Development Corporation
Provided update on UCDC activities related to the following areas:

1) Adjustments to the Incentive Formula in Performance Contract

Legislator Rodriguez indicated that he, Legislator Lomita and March Gallagher of the County Executive office met to discuss outstanding issues that had been brought up previously and are suggesting the contract be modified:

- **reduce the incentive relative to the fundraising aspect from 50 cents on the dollar to 30 cents**
- **eliminate dollars for job announcements and provide dollars for job postings in major publication or on web based programs (feeling job postings are more apt to mean an actual job exists)**

Performance Contract will be brought to Economic Development Committee next month for full review

Table passed out by Lance Matteson, summarizing jobs generated under the incentive formula; discussion occurred on quality jobs vs. low paying and announcements vs. job offers. After a fair amount of discussion, Mr. Matteson verbalized that a more comprehensive job report will be provided to the Legislature at a later date.

2) Retention Initiatives

UCDC involves itself by looking at lease situations, workforce, general incentives, etc and brings everyone they can and feel needs to be involved to the table to engage companies that are considering moving out of County. UCDC stays competitive in trying to keep companies. Legislator Loughran questioned if there were clawbacks so if a company were to leave within a short time of getting deals the County could recoup some monies – State has clawback provisions and IDA also has clawback capabilities (policy in place) now. Mr. Mattson concurred that contracts do have to have teeth and be enforced which was not really being done in the past.

Overall ,UCDC works with companies in (3) ways but do not always claim the work with regard to the performance contract:

- a) Direct work – heavy involvement, lots of time, energy invested, etc.**
- b) Light touch – guidance, assisting where asked, etc.**
- c) Company “falls in lap” – company arrives without any or very little assistance from UCDC**

UCDC Board has Business Development Committee w/ Retention Subcommittee, set up the past few months; working with County Executive and looking at companies that may be at risk.

3) Shovel Ready Projects

County has a Shovel Ready Plan that seems to be falling into place; County needs real estate product (Green Fields) that the market wants; State in general is lacking green fields where companies can come in and build exactly what they want. In Ulster County, Winston Farm appears to be an ideal green field – plenty of property, close to NYS Thruway, etc. UCDC is working diligently to market Winston Farm to the right company who will bring in good paying jobs, be well received by the community, etc.

Tech City is another shovel ready project but obviously not a green field, therefore more difficult to market. UCDC is still committed to trying to get a company or companies into Tech City/ do redevelopment of Tech City

Kings Highway is a shovel ready industrial corridor which the County has made a million dollar investment in and things are moving along; expansion activity has begun along this corridor.

Other shovel ready sites that UCDC is aware of are: Hydro Schrade Complex in Warwarsing; Kingston and Lloyd industrial parks;

Gardiner and New Paltz are expressing interests to UCDC for shovel ready sites

Legislator Bischoff spoke on behalf of Lance Matteson and the efforts he has put forth

4) Some Specific Projects

IDA has preliminarily approved Elna Magnetics moving from Woodstock to Saugerties (retaining 39 existing jobs and creating 31 new jobs over 3 year period) ; Prism is moving forward in Highland with hiring beginning mid-end of this year; Colony Liquor building is being marketed by UCDC; Kingston Industrial Park has Armour Dynamics coming to life and a Pennsylvania manufacturer is expressing interest in locating to this park as well. The Solar Energy Consortium (TSEC) is being worked with aggressively by UCDC and as of late, a German Glass Company may be willing to partner with an existing local company to create solar windows. TSEC reported 70 jobs in 2008;

Legislator Loughran questioned when substantial job creation will occur. With all that is going on presently, Mr. Matteson indicated he feels there will be a significant number of jobs created during the next 12-18 months, although a specific number could not be provided.

- Lee Reidy, Executive Director of Cornell Cooperative Extension
Provided update on Cornell Co-Op Activities and Initiatives:
 - **Indicated Cornell Co-Op will now be fully involved with the Economic Development Committee rather than just periodically reporting on Farmland Preservation matters**
 - **Contacted County Executive to see if they will have an appointment/representative to the Farmland Preservation Board**
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 - **Farmland Ag Preservation Board currently taking applications (12-15 applications already) regarding who wants to be part of the Agricultural District.**
 - **Still a need to do Farm Labor Housing; 2008 Project allowed 12-15 mobile homes to be upgraded/replaced; CBDG grant monies (\$150,000) will be pursued again this year as good housing brings good laborers; 75% state funded/ 25% farmer funded; Mobile homes are replaced with new, energy efficient homes; Committee put together (2 farmers, NYS Labor Rep, Health Dept Rep, Ag Farmland Protection Bd reps) who evaluate and determine what farms will be worked with; potential for stimulus monies exists.**
 - **Esopus Creek Project with NYS Dept. of Environmental Protection being done to keep water as clean as possible in watershed area; Project has been expanded to 5 yr plan and new contract with Soil and Water has been agreed to. NYC has provided \$1,000,000 toward the watershed project. Office space has been located in Old Black Hollow Café – community college had architectural class design office;**
 - **Vet Science Program received great publicity in Freeman; Starting Tractor Safety Program; Kingston City Schools wants to expand Century 21 Funds for science based education, fun hands-on programming in the elementary schools afterschool. Expansion would allow for programming to go into (5) elementary schools and (2) middle schools**
 - **Seedling sale will begin; UCAT will assist with advertising efforts by posting signs on the buses; interest is down so Ms. Reidy asked the Committee to spread the word**
 - **Discussed numerous farms (goat farm, buffalo farms, beef farms, apple farms, etc) in a general sense to give members ideas of all the various farms that exist and locations**

RESOLUTIONS:

Urging the NYS Legislature and Governor to Reject Proposal to Legalize Wine Sales in Retail Stores **Motion was made by Legislator Bischoff, seconded by Legislator Terrizzi. All were in favor.**

Discussion: Mr. Balsamo of Saugerties Wine Shop and Legislator Bischoff (see notes under new business)

Appointing member and alternate member to the UC Planning Board – Town of New Paltz **Motion was made by Legislator Bischoff, seconded by Legislator Loughran. All were in favor.**

Appointing member to UC Planning Board – Town of Hurley **Motion was made by Legislator Bischoff, seconded by Legislator Loughran. All were in favor.**

Legislator Bischoff announced Saugerties Chamber of Commerce will be meeting at Precision Technology and afterwards a tour of the facility will be provided. Everyone is invited.

Legislator Bischoff requested consideration be given to a 15 minute creative brainstorming session at the end of each meeting since departments no longer routinely report. Legislator Rodriguez, Chairman of the Committee, expressed he is open to the idea but feels most members are brainstorming and thinking of ideas as the meeting discussions in general take place. He feels a specific brainstorming segment should likely include individuals other than just members and address specific issues.

Motion to Adjourn

Motion was made by Legislator Loughran, seconded by Legislator Sheeley. All were in favor. Meeting adjourned at 8:08 PM

Submitted by: Mary L. Carey, Clerk of the Legislature