

Ulster County Economic Development Alliance
P.O. Box 1800, 244 Fair Street
Kingston, NY 12402-1800
Tel: 845.340.3556



MINUTES

Meeting of the Board of Directors
September 4, 2018

A meeting of the Board of Directors of the Ulster County Economic Development Alliance was held at 4:30 P.M. on Tuesday, September 4, 2018, in the Legislative Chambers, 6th Floor, Ulster County Office Building, 244 Fair St., Kingston, NY 12402.

The following Board Members were present:

Julie Cohen Lonstein	Chair
James Maloney	Vice-Chair
Hector Rodriguez	(Arrived at 4:36)
Lisa Berger	
Kenneth Crannell	(Left at 5:01 PM)
Burton Gulnick	

The following Board Members were absent with notice:

Ward Todd

Board Counsel:

Jennifer Clark Assistant County Attorney

Chief Financial Officer:

Christopher J. Rioux, CPA, Deputy Commissioner of Finance

Ulster County Office of Economic Development Staff:

Suzanne Holt
Bernadette Andreassen
Kayleen Scali

Additional Attendees:

None

The meeting was called to order by Chair Lonstein at 4:30 P.M.

OLD BUSINESS

EM Parks and Recreation Projects -Presentation by Hank Alicandri

Mr. Alicandri gave an update on the Ellenville Million Parks and Recreation Projects. He reported that the Berme Road Kiosk and the Berme Road Park Paving Project have been completed. Chair Lonstein asked if projects are on schedule. Mr. Alicandri explained that the O@W Rail Trail has been delayed and needs

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fencing, signage, and a crosswalk. He estimates that it will be substantially finished before winter. He also stated that they have two projects in the planning phase. Suzanne Holt asked for clarification on the future plans and at what stage they are at with the proposals to UCEDA. Mr. Alicandri confirmed that UCEDA has not accepted the projects. Preparations for the proposals will be ready for the October meeting.

EXECUTIVE SESSION

Motion: Lisa Berger, seconded by Richard Gerentine, moved to go into Executive Session for the purpose of protecting the privacy of individuals' financial, credit and employment history.

Vote: The motion was adopted.

The meeting was adjourned into Executive Session at 4:41 P.M.

Motion: Hector Rodriguez, seconded by James Maloney, moved to come out of Executive Session.

Vote: The motion was adopted.

The meeting was adjourned out of Executive Session at 5:11 P.M.

NEW BUSINESS

Ellenville Million Jump Start

Chair Julie Lonstein made a motion to take \$103,960 of the Jump Start Fund and divide it equally between two of the businesses that competed for the funds.

Motion: James Maloney, seconded by Lisa Berger, moved to approve the motion awarding Carmen's Sabor Latino and Humble Gym \$51,980 each.

Vote: The motion was adopted.

Suzanne Holt added that Yoga Vida will be having a soft opening in the fall and a grand opening in the spring.

MINUTES

Motion: James Maloney, seconded by Lisa Berger, moved to approve the minutes of the August 23rd, 2018 meeting. A copy said minutes are on file.

Vote: The motion was adopted.

FINANCIALS

CFO, Christopher J. Rioux reviewed the financial report with the members. In the month of July, the EDA had a cash balance of \$635,338.35. The EDA closed on a refinance with Bread Alone. UCEDA received the proceeds of Event Brite. Cubic was paid and there were additional marketing fees of \$1200.00. Copies of said financials are on file.

Motion: James Maloney, seconded by Julie Lonstein, moved to approve the Financials for the periods ending July 31, 2018. Copies of said Financials are on file.

Vote: The motion was adopted.

OLD BUSINESS

GCT North 2018 Final Report

The EDA sponsored Grand Central Tech now called Company and Suzanne Holt gave the final report. They brought in 20 startups in 2018 to the Senate Garage of which 1 stayed the entire summer. 54 people spent 1 or more days working here. Looking ahead they want to continue the relationship but a possible location change is needed. Chair Lonstein asked if planning for 2019 will be earlier. Suzanne Holt responded that it will be on the agenda for the spring and that there are 2 new potential sites. One in Kingston and one in New Paltz. Hector Rodriguez asked how much we spent. Suzanne Holt responded that we spent \$25,000 and she stated that it is important to work with organizations like Company so that we help grow wages and a younger workforce in Ulster County.

NEW BUSINESS

Debra Bresnan Invoice #0607

Motion: James Maloney, seconded by Lisa Berger, moved to approve payment of invoice #0607, dated August 20, 2018 submitted by Debra Bresnan in the amount of **TWO THOUSAND NINE HUNDRED FIFTY-SEVEN DOLLARS AND FIFTY CENTS (\$2957.50)**. A copy of said invoice is on file.

Vote: The motion was adopted.

Discussion: Hector Rodriguez asked for an explanation on how much she has been paid thus far. CJ will bring numbers for the next meeting.

Vote: The motion was adopted.

Luminary Publishing, Inc. Invoice #75389

Motion: Lisa Berger, seconded by Burt Gulnick, moved to approve payment of Luminary Publishing, Inc. **Invoice Number 75389**, dated August 16, 2018 in the amount of **SIX THOUSAND SIX HUNDRED DOLLARS (\$6600.00)**. A copy of said invoice is on file.

Discussion: Hector Rodriguez asked what is happening with lead follow up. Suzanne Holt reported that not all the people from GCT came here so there has been follow up on why they didn't come.

Hector Rodriguez asked about the lead generation campaign and if we are paying a flat rate and what are they doing to help us with that? Chair Lonstein requested that we invite Luminary Publishing to the next meeting to give us a report.

Vote: The motion was adopted.

Hector Rodriguez voting no.

Cohen's Bakery Invoice #003

Motion: Hector Rodriguez, seconded by Burt Gulnick, moved to approve payment of Cohen's Bakery/ Village of Ellenville **Invoice Number 003**, dated August 31, 2018 in the amount of **THREE THOUSAND SEVEN HUNDRED (\$3700.00)**. Copies of said invoice is on file.

Discussion: Chair Lonstein requested that the motion for payment be approved on the condition that the requirement of funds doesn't include the village paying.

Vote: The motion was adopted.

Revolving Loan Fund

Vice Chair James Maloney reported that an application from CYRE INC./ Pika's Farm Table was presented. He gave the board a history of the applicant and reported that they are asking for \$100,000 loan at 4% for a 7-year term. The UCRLF committee unanimously accepted the request for loan approval.

Motion: James Maloney, seconded by Lisa Berger moved to approve the loan application in the amount of \$100,000 for seven years at the rate of 4%.

Vote: The motion was adopted.
Hector Rodriguez voting no.

PUBLIC COMMENT

No one asked for the privilege of the floor.

The Public Comment section of the agenda was closed.

ADJOURNMENT

Motion: Hector Rodriguez, seconded by Burt Gulnick, moved to adjourn the meeting.

Vote: The motion was adopted.

The Meeting was adjourned at 5:27 PM.