

Ulster County Economic Development Alliance
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MINUTES

Meeting of the Board of Directors
March 28, 2017

A meeting of the Board of Directors of the Ulster County Economic Development Alliance was held immediately following the Audit Committee Meeting on Tuesday, March 28, 2017, Legislative Chambers, 6th Floor, Ulster County Office Building, 244 Fair Street, Kingston, NY.

The following Board Members were present:

Julie Cohen-Lonstein	Chair
James Maloney	Vice-Chair
Burton Gulnick, Jr.	Treasurer
Hector Rodriguez	
Kenneth Crannell	
Ward Todd	

The following Board Members were absent:

Robert Sudlow

President:

Suzanne Holt Director, Ulster County Office of Economic Development

Chief Financial Officer:

Christopher J. Rioux CPA, Deputy Commissioner of Finance

Board Counsel:

Clinton G. Johnson First Assistant County Attorney

Ulster County Office of Economic Development Staff:

Timothy Weidemann
Bernadette Andreassen

Additional Attendees:

Matthew Vanderbeck	Pattison, Koskie, Howe & Bucci
Julian Lesser	Luminary Publishing
Bartek Starodaj	Luminary Publishing
Kale Kaposhilin	Hudson Valley Tech Meetup, Catskills Conf
Matthew Colangelo	Kingston resident
Patrick O'Reilly	Kingston resident

This institution is an equal opportunity provider, employer, and lender.

The meeting was called to order by Chair Julie Cohen-Lonstein at 4:43 p.m.

MINUTES

Motion: Kenneth Crannell, seconded by James Maloney, moved to approve the Minutes of the February 22, 2017 meeting. A copy of said minutes is on file.

Vote: The motion was adopted.

FINANCIALS

Christopher J. Rioux, CPA, Deputy Commissioner of Finance, presented the financials for the period ending February 28, 2017. A copy of said financials is on file.

Motion: James Maloney, seconded by Ward Todd, moved to approve the Financials for the period ending February 28, 2017.

Vote: The motion was adopted.

COMMITTEE REPORTS

Audit Committee

Audit Committee Chair, Burton Gulnick, Jr., reported that just prior to the meeting of the Ulster County Economic Development Alliance, the Audit Committee met and recommended to the Board the approval of the 2016 audit documents. There were no changes to the Audit, and it was approved by the Committee. Copies of said reports are on file.

Motion: Hector Rodriguez, seconded by Ward Todd, moved to approve the 2016 Audit packet.

Vote: The motion was adopted.

Ulster County Revolving Loan Fund Committee

The Farm Bridge Loan Application

Senior Economic Developer, Timothy Weidemann, reported that the Revolving Loan Fund Committee had previously met and reviewed The Farm Bridge Loan application. After some discussion among the members, the Committee approved the loan for this Board's consideration conditioned upon clarification of sufficient collateral in the form of equipment. Mr. Weidemann further explained that the equipment is to be secured by a UCC-1; and negotiations will be made with prior lenders to make sure UCEDA can take a position that is acceptable by underwriting standards to cover that part of the collateral.

Motion: Kenneth Crannell, seconded by James Maloney, moved to approve the loan for The Farm Bridge conditioned upon confirmation of sufficient collateral and UCEDA obtaining first position on the loan.

Discussion: Mr. Rodriguez questioned the need for this Board to approve the loan since approval was made by the Revolving Loan Fund Committee. Vice-Chair, James Maloney, explained that it has been established that the Revolving Loan Fund Committee has the capacity to approve loan applications; and the Ulster County Economic Development Alliance, has a fiduciary responsibility, to approve the disbursement of the funds. The discussion resulted in no changes to the original motion.

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

Suzanne Holt, provided an update to the Board members stating that her Department is currently working with five businesses. Under the direction given by the Revolving Loan Fund Committee, these loans should vary in amounts.

MARKETING

Kale Kaposhilin, Evolving Media, reported his accomplishments in the past year and also delivered an outlook of what he expects to accomplish this year. Several members expressed their satisfaction with his efforts and results thus far.

Approval of Contract with HUDSON VALLEY TECHNOLOGY CONFERENCES, LLC

Motion: Hector Rodriguez, seconded by Kenneth Crannell, moved to approve the Contract with Hudson Valley Technology Conferences, LLC.

Vote: The motion was adopted.

Approval of Contract with HUDSON VALLEY TECH MEETUP

Motion: James Maloney, seconded by Burton Gulnick, Jr., moved to approve the Contract with Hudson Valley Tech Meetup.

Vote: The motion was adopted.

Luminary Media Update:

Bartek Starodaj and Julian Lesser, Luminary Media, presented an oral and visual overview of their efforts to date. A copy of their "Roadmap and Strategy Overview for Temporary Campaign" was provided to the Board. A copy of said report is on file.

ELLENVILLE MILLION

Approval of Façade Project #2

After some discussion, it was unclear whether all requirements were met involving a refund and the Village of Ellenville.

Motion: Hector Rodriguez, seconded by James Maloney, moved to approve the second submitted Façade Project (Masten LLC) contingent upon all requirements being met prior to releasing the funds.

Vote: The motion was adopted.

Approval of Project Plans and Budgets for Parks

Senior Economic Developer, Timothy Weidemann summarized by saying the UCEDA Board had previously approved the contracts; and they have been fully executed. The Town of Wawarsing and Village of Ellenville will commence with their Phase One Parks Projects. As a provision of each contract, a detailed timeline and budget must be submitted. Copies of said timeline and budget are on file.

Motion: Kenneth Crannell, seconded by James Maloney, moved to approve the Project Plans and Budgets For Parks.

Vote: The motion was adopted

Suzanne Holt, Director of Economic Development, reported that the Shadowland contracts, which were approved at last month's meeting, have now been signed; and they were returned today. Brendon Burke expects to have the work completed by June.

Ms. Holt also reported that the municipal water and sewer project is moving forward.

A copy of a recent email from Richard Travers, President of I RVBA, was distributed to the Board members for their attention. Mr. Travers expressed a concern regarding the Findellenville.com site. Board Chair, Julie Cohen-Lonstein, suggested that the issues raised in the e-mail be addressed.

EDUCATION & TRAINING

Nothing new scheduled since last month's report.

SALE OF COUNTY PROPERTY UPDATE

Suzanne Holt stated that the City of Kingston has not yet determined zoning and SEQR regarding 300 Flatbush Avenue property, that being the sole outstanding contract.

OLD BUSINESS

Reallocation of Ellenville Million

Suzanne Holt stated that she is hoping to have a plan and ideas to be presented to the Board at the next meeting.

NEW BUSINESS

No new business.

PUBLIC COMMENT

Matthew Colangelo commented on the 300 Flatbush Avenue property. He requested that the contract be offered on the website and would like to see more awareness on the website. He would also like to obtain more information on the Golden Hill Property. Julie Cohen-Lonstein offered to take Mr. Colangelo's e-mail address to assist in answering his questions and concerns.

Patrick O'Reilly, added his comments with regard to the 300 Flatbush Avenue property relative to a possible impact on the neighborhood and the sewer system.

NEXT MEETING

It was unanimously agreed by all those present that a meeting of the Board of Directors is scheduled for 4:30 PM , Tuesday, May 2nd, 2017 in the Legislative Chambers, 6th Floor, Ulster County Office Building, 244 Fair Street, Kingston, New York.

ADJOURNMENT

Motion: James Maloney, seconded by Burton Gulnick, Jr., moved to adjourn the meeting.

Vote: The motion was adopted.

Meeting was adjourned at 5:41 PM.

Ward Todd, Secretary