

Ulster County Economic Development Alliance
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MINUTES

Meeting of the Board of Directors
November 14, 2017

A meeting of the Board of Directors of the Ulster County Economic Development Alliance was held immediately following the Audit/Finance Committee Meeting on Tuesday, November 14, 2017, at 4:30 P.M. in the Ulster County Surrogate's Courtroom, 3rd Floor, Ulster County Office Building, 244 Fair Street, Kingston, NY.

The following Board Members were present:

Julie Cohen-Lonstein	Chair
Ward Todd	Secretary
James Maloney	Vice-Chair
Kenneth Crannell	
Hector Rodriguez	
Robert Sudlow	
Burton Gulnick, Jr.	Treasurer (arrived at 4:38 P.M.)

The following Board Members were absent with notice: none

Board Counsel:

Jennifer Clark	Assistant County Attorney
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Ulster County Office of Economic Development Staff:

Suzanne Holt, President & CEO
Timothy Weidemann
Bernadette Andreassen

Additional Attendees:

John Adams	Town of Wawarsing resident/ Colony Farms
Joseph P. Stoeckeler, Jr.	Manager, Village of Ellenville
Hank Alicandri	Chair of Ellenville/Wawarsing Parks and Recreation Commission

The meeting was called to order by Chair Julie Cohen-Lonstein at 4:30 PM.

MINUTES

Motion: Hector Rodriguez, seconded by Ward Todd, moved to approve the Minutes of the October 3, 2017 meeting. A copy of said minutes is on file.

Vote: The motion was adopted.

NEW BUSINESS

Grant Matching Applications of the Ellenville Million Fund

Chair Julie Cohen-Lonstein stated that there were eight applications for consideration by the Board relative to the \$105,000.00 funds available for the Grant Matching Program.

Hector Rodriguez wished to confirm that the original amounts dedicated to Shadowland and Hunt Memorial have been fully expended.

At the suggestion of Chair Lonstein, the applications were reviewed with the Board in the order of their presentation as listed on the Summary of Grant Matching Programs (A copy of said summary is on file).

It was the consensus of the Board to refrain from voting on any of the applications for consideration until they were all reviewed.

Mr. Crannell wanted clarification as to how much more the proposals were than the funds available. Suzanne Holt stated that the total of the requests were \$203,674.00 and \$105,000.00 was available. It was noted that the amounts requested could be modified based on the Board's discretion; however it was Mr. Rodriguez's opinion that the entire funding should not be deleted so that future projects can be funded if necessary.

The results were as follows:

Project #5: D&H and O&W Heritage Trail – Connection to Berme Road Park

Motion: Kenneth Crannell, seconded by Ward Todd, moved to award \$15,000.00 under the Grant Matching Fund to Project #5: D&H and O&W Heritage Trail – Connection to Berme Road Park.

Discussion: Kenneth Crannell stated that he believes this project has the biggest leverage ratio and is a major project.

Discussion (continued) James Maloney was apprehensive about making a fund commitment too early and then possibly running out of money before all the considerations were made.

Kenneth Crannell and Hector Rodriguez both stated that while they understood his concern, this project was selected first because it was one which the Board felt strongly about funding.

The discussion resulted in no change to the motion.

Vote: The motion was adopted.

Project #1: Roof Replacement for Shadowland Second Space

Motion: Ward Todd, seconded by Robert Sudlow, moved to award \$50,000.00 under the Grant Matching Fund to Project #1: Roof Replacement for Shadowland Second Space.

Discussion: Hector Rodriguez noted that Shadowland has already received \$75,000.00. In addition, the leverage ratio appears to be one of the lowest listed on the summary sheet in terms of dollars being spent. While he realized the importance of Shadowland, he also thinks there are other programs the Board should be looking at to “spread the wealth around.”

James Maloney stated that he would like to see the bid before committing to the money.

Kenneth Crannell questioned whether the project could be funded in a lesser amount.

Amended Motion: Ward Todd, seconded by Robert Sudlow moved to award \$25,000.00 under the Grant Matching Fund to Project #1: Roof Replacement for Shadowland Second Space pending review of the proposed contract.

Vote: The motion was adopted.

Project #4: Ellenville Caravan Kids & Into the Light: A Winter Holiday Performance

Motion: James Maloney, seconded by Julie Cohen-Lonstein moved to award \$2,800.00 under the Grant Matching Fund to Project #4: Ellenville Caravan Kids & Into the Light: A Winter Holiday Performance.

Vote: The motion was defeated.

Project #3: Berme Road Park Revitalization Plan

Motion: Julie Cohen-Lonstein, seconded by Ward Todd, moved to award \$10,000.00 under the Grant Matching Fund to Project #3: Berme Road Park Revitalization Plan.

Vote: The motion was adopted.

Project #2: Colony Farm Agritourism Feasibility

Motion: Hector Rodriguez, seconded by Ward Todd, moved to award \$10,874.00 under the Grant Matching Fund to Project #2: Colony Farm Agritourism Feasibility Study.

Vote: The motion was adopted.

Project #6: Hunt Memorial Building Fitup: Joseph P. Stoeckeler, Jr. Manager, Village of Ellenville offered to take the project off the table.

Chair Julie Cohen-Lonstein suggested tabling the determinations on the following projects remaining:

**Project #7: Sidewalk Improvements on Park Street and
Project #8: Pole Barn Repair**

Citing their attendance required at a Ways & Means Committee Meeting, Burton Gulnick, Jr., James Maloney and Hector Rodriguez excused themselves from the meeting at 5:00 P.M. Following their departure, there being seven members total and four members present, a quorum was confirmed.

Amendment No. 1 to Luminary Publishing, Inc. Agreement for Professional Services

Motion: Kenneth Crannell, seconded by Ward Todd, moved to approve Amendment No. 1 to Economic Development Agreement for Professional Services by and between the Ulster County Economic Development Alliance, Inc. and Luminary Publishing, Inc. effective as of October 15, 2017. (A copy of said Agreement is on file.)

Vote: The motion was adopted.

Laura Finestone Consulting Agreement

Kenneth Crannell wished to state that he is aware there has been some discussion and concern about making an investment relating to hospitality. He would like to clarify that this program is different in that it is about providing opportunity for chronically unemployed people in Ellenville to work at Resorts World Catskill, which are unionized jobs including benefits and is a much different opportunity from the standard hospitality work found in Ellenville. That is the reason it is important to fund.

Julie Cohen-Lonstein added that she believes it is also important to support because this will be a pilot program as the Nevele Resort gets up to speed within the next few years and will be looking for a workforce as well.

Motion: Kenneth Crannell, seconded by Ward Todd, moved to approve the Agreement for Professional Services by and between the Ulster County Economic Development Alliance, Inc. with Laura Finestone Consulting in a not-to-exceed amount of Three Thousand Dollars (\$3,000.00).

Vote: The motion was adopted.

FINANCIALS

Financials for the periods ending September 30, 2017 and October 31, 2017, were presented to the Board. Copies of said financials are on file.

Motion: Robert Sudlow, seconded by Kenneth Crannell, moved to approve the Financials for the periods ending September 30, 2017 and October 31, 2017.

Vote: The motion was adopted.

COMMITTEE REPORTS

Ulster County Revolving Loan Fund Committee

Suzanne Holt reported that everyone has paid and Tim Weidemann is in the process of making site visitations.

MARKETING

Luminary Media Update

No presentation was given.

OLD BUSINESS

There was no new business.

PUBLIC COMMENT

There was no public comment.

ADJOURNMENT

Motion: Kenneth Crannell, seconded by Robert Sudlow, moved to adjourn the meeting.

Vote: The motion was adopted.

The Meeting was adjourned at 5:03 PM.

Ward Todd, Secretary