

Ulster County Economic Development Alliance  
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## MINUTES

Meeting of the Board of Directors  
February 22, 2017

A meeting of the Board of Directors of the Ulster County Economic Development Alliance was held at 4:30PM on Wednesday, February 22, 2017, Ulster County Surrogate's Court, 3<sup>rd</sup> Floor, Ulster County Office Building, 244 Fair Street, Kingston, NY.

The following Board Members were present:

Julie Cohen-Lonstein	Chair
Burton Gulnick, Jr.	Treasurer
James Maloney	Vice-Chair (arrived late)
Hector Rodriguez	
Kenneth Crannell	

The following Board Members were absent:

Ward Todd  
Robert Sudlow

President:

Suzanne Holt                      Director, Ulster County Office of Economic Development

Chief Financial Officer:

Christopher J. Rioux, CPA, Deputy Commissioner of Finance was absent

Board Counsel:

Clinton Johnson                      First Assistant County Attorney was absent

Staff – Ulster County Office of Economic Development:

Timothy Weidemann  
Bernadette Andreassen

Additional Attendees:

James DeLaune, Legislator  
Jennifer Schwartz-Berky, Legislator  
Julian Lesser, Luminary Publishing  
Bartek Starodaj, Luminary Publishing

The meeting was called to order by Chair Julie Cohen-Lonstein at 4:34 p.m.

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

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### **MINUTES**

**Motion:** Hector Rodriguez, seconded by Kenneth Crannell, moved to approve the Minutes of the January 3, 2017 meeting. A copy of said minutes is on file.

**Vote:** The motion was adopted.

### **FINANCIALS**

In the absence of Christopher J. Rioux, financials were presented by Commissioner of Finance, Burton Gulnick, Jr. A copy of said financials is on file.

**Motion:** Kenneth Crannell, seconded by Hector Rodriguez, moved to approve the Financials for the periods ending December 31, 2016 and January 31, 2017.

**Vote:** The motion was adopted.

### **COMMITTEE REPORTS**

#### **Ulster County Revolving Loan Fund Committee**

Timothy Weidemann, Senior Economic Developer, Ulster County Office of Economic Development, reported that at the meeting of the Revolving Loan Fund Committee which was held on February 15, 2017, the Committee approved the request made by Costas & Tate Insurance to modify the collateral which is assigned to their existing loan by removing the 2008 Nissan Sentra automobile from the lien and replacing it with several items of furniture, fixtures and equipment owned as assets by the business.

**Motion:** Kenneth Crannell, seconded by Burton Gulnick, Jr. moved to approve the modification of the Costas & Tate loan by removing the 2008 Nissan Sentra automobile from the lien and replacing it with specific assets owned by the business

**Discussion:** The Chair entertained a discussion about the role of the UCEDA Board of Directors in final approval of loan modifications previously approved by the Ulster County Revolving Loan Fund Committee. The discussion resulted in no changes to the original motion.

**Vote:** The motion was adopted.

#### **Pending Loan Applications:**

Timothy Weidemann, Senior Economic Developer, Ulster County Office of Economic Development, reported the following:

- The Farm Bridge is seeking a loan for working capital and capital equipment. An application is anticipated to come before the board at the March or April meeting.

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- Redstart Coffee Roasters is looking to open a new business at lower Broadway in Kingston and is seeking a loan for capital equipment. A loan application for the same is anticipated to be presented at the next meeting.

### **MARKETING**

#### **Invoices:**

The following three (3) invoices from BBG&G for 2016 Marketing Campaign were presented for approval:

- 1) Invoice No. 4096 for periods October 16, 2016 – November 15, 2016 in the amount of \$9,473.08.
- 2) Invoice No. 4113 for periods November 16, 2016 – December 15, 2016 in the amount of \$4,561.25;
- 3) Invoice No. 4131 for periods December 16, 2016 – January 31, 2017 in the amount of \$5,324.01.

**Motion:** Hector Rodriguez, seconded by Kenneth Crannell, moved to approve payment for Invoices Numbers: 4095, 4113 and 4131, in the total amount of \$19,358.36 from BBG&G.

**Vote:** The motion was adopted.

#### **Luminary Media:**

Julian Lesser and Bartek Starodaj, from Luminary Publishing, made a presentation outlining the objectives and strategy of their campaign. Julian Lesser entertained questions from the public (Jennifer Schwartz-Berky) regarding the specific process of how leads would be pursued.

**Motion:** Hector Rodriguez, seconded by Burton Gulnick, Jr., moved to approve the 2017 Marketing Contract between Ulster County Economic Development Alliance and Luminary Media. (A copy of said Contract is on file.)

**Vote:** The motion was adopted.

### **ELLENVILLE MILLION**

#### **Parks and Commissions Update:**

Tim Weidemann reported that both the Village and Town have provided their scope of work and timing. They appear to be moving quickly on their timeline. They have also provided Certificates of Insurance.

#### **Amendment to Extend the Contracts with Barton & Loguidice and Brinnier & Larios:**

The reports of the engineers were submitted to the Hudson Valley Pattern for Progress and have been reviewed and accepted. The only amendment is to extend the term of the agreements due to the lapse in time between the completed reports and the initial date of the contracts.

**Motion:** Burton Gulnick, Jr., seconded by Hector Rodriguez, moved to approve the extension of the contracts for Barton and Loguidice as well as Brinnier & Larios.

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**Vote:** The motion was adopted.

**Motion:** Jim Maloney, seconded by Kenneth Crannell, moved to approve payment of the invoices of Barton and Loguidice in the amount of \$15,000.00; and Brinnier & Larios in the amount of \$15,000.00

**Vote:** The motion was adopted.

Suzanne Holt updated the Board on the Ellenville Million.

### **EDUCATION & TRAINING**

Suzanne Holt elaborated on the many events coming up as described on the agenda. She will be speaking to the Saugerties Chamber of Commerce this evening.

### **PUBLIC COMMENT**

There were no further requests for Privilege of the Floor. The Public Comment section of the Agenda was closed.

### **OLD BUSINESS**

None

### **NEW BUSINESS**

#### **Approval of the 2017 Contract between UCEDA Contract with Ulster County**

**Motion:** Hector Rodriguez, seconded by Jim Maloney, moved to approve the 2017 Contract Between UCEDA and the County of Ulster contingent upon Committee and Legislative approval.

**Vote:** The motion was adopted.

### **ADJOURNMENT**

**Motion:** Burt Gulnick, Jr. seconded by Julie Cohen-Lonstein, moved to adjourn the meeting.

**Vote:** The motion was adopted.

Suzanne Holt made a proposal to move the next meeting of the UCEDA Board of Directors currently scheduled for March 7, 2017 to Tuesday, March 28, 2017 at 4:30 PM in the Legislative Chambers of the County Office Building, 244 Fair Street, Kingston. Confirmation of the same will follow via email.

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Meeting was adjourned at 5:39 PM.

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Ward Todd, Secretary