

**Rockland Economic Development Corporation**  
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**MINUTES OF THE BOARD OF DIRECTORS MEETING  
WEDNESDAY, MAY 18, 2016 – 5:00 P.M.  
BUSINESS INNOVATION MALL – RCC CAMPUS, HAVERSTRAW, NY**

**Present:**

Rafael Espaillat	Sr. Kathleen Sullivan	Alden H. Wolfe *
Scott R. Goldstein	James B. Tully	Dr. Cliff Wood
Marjorie Lang	Quinton C. Van Wynen	Steven M. Yassky
Robert E. Seaman, III	Jill A. Warner	

**Absent:**

Karim A. Abood **	Jonathan Kupperman	Donald T. McNelis **
Raja R. Amar	Dr. Mary P. Leahy	Mark D. Rothenberg
Ed J. Day *	John A. Maraia, Jr. *	Serge Seguin
Stephen A. Coyle	Dr. Mary Jean Marsico *	Meghan Taylor
Vincent L. DeLucia	Bruce M. Mason	Alan Yassky **
Eric Dranoff *	Malcolm G. McLaren	
Sandra D. Grannum, Esq.	Thomas M. Rau	
William F. Helmer	Marian Rokeach	
Jack F. Holt	Burt Steinberg *	

**Staff:**

Richard M. Struck, Phyllis W. Tucker, Jayne Nichols

**Guests:**

Lucy Redzeposki, Director of Economic Growth and Tourism, Thomas Della Torre, Associate V.P. of Academic & Community Partnerships

\* Denotes Ex-Officio Directors

\*\* Denotes Director Emeritus

The regular meeting of the REDC Board of Directors was called to order by Vice Chair Steven M. Yassky at 5:14 PM. and a quorum was not present.

► **Motion:** A Motion to accept the Minutes of the March 16, 2016 meeting. Motion by Quinton C. Van Wynen, Jr and seconded by Robert Seaman. Motion passed unanimously.

**Treasurer's Report:** Quinton Van Wynen reported that the first half of the county's money has arrived, \$157,937.75. REDC is tracking according to plan.

► **Motion:** A Motion to accept the Treasurer's Report. Motion by Cliff Wood and seconded by James Tully. Motion passed unanimously.

**President's Report:** Rick Struck reported: Office has moved to the new space; Syncecort is moving from New Jersey into our old space, will have about 150 new jobs. Rick then focused on the President's Report:

**Discussed Current Marketing Efforts** – website information, social media, up-date on YouTube Video, IOREBA membership & participation, broker blast e-mails, HVEDC and regional coordination, Real Estate Council growth and future plans such as Datacenter cluster blasts & trade group membership and Pharma/bio tech blasts & trade group

memberships; **Marketing Budget, Sponsorship Program, Prospect Status & Trends since October, 2015**, stressing the 2016 Success to date: Pearl River Pastry and Golden Krust, with everything being done in Rockland County, **Collaboration – Team Rockland**, stressing leveraging relationships and resources with Office of Economic Growth, IDA, ESD, O&R, RBA and HVEDC, Alden Wolfe would like to be part of Team Rockland and suggested that other legislators be involved because they know each of their individual districts; **Rockland Economic Development Summit**, stressing collaboration between agencies and the value and impact of economic development; Rick discussed the up-coming Quarterly Business Briefing indicating that speakers for the event will be Jack Kopnisky, Sterling Bank President, County Executive Ed Day and Rick; Gold Sponsors will have their logos placed strategically on everything – Steve Yassky commented that is a good idea.

► **Motion:** A Motion to accept the President’s Report. Motion by Jim Tully and seconded by Steve Yassky. Motion passed unanimously.

### **Committee Reports:**

**Marketing Committee:** Rick Struck reported:

REDC will purchase our own list of prospects and leads; we already get significant prospects from our brokers and real estate agents; there are 2 or 3 firms that provide customized lists; Jim Tully questioned the lists and how customized they will be and also commented to the fact that Rockland county has an abundance of office space and is struggling; Steve Yassky commented that existing tenants need TLC stating that it is easier to keep people here than to bring people here, also commented about The Time and the revitalization of Nyack stating that residential end will help support business and a lot of interesting things are happening in Nyack; Scott Goldstein referenced Syncecort and commented that when a company is enticed and they do not need to look at employees, what advantage is it to Rockland County because there is no need for any new employees? Jim Tully commented that NJ wins all the time and expressed some concern that there is not always an understanding of the issues facing Rockland County and the fact that NJ is more aggressive; Scott commented that we should be working to bring companies here that will create new jobs; Jim Tully added that people come to Rockland County due to our closeness to NYC, also commenting that Rockland County and NYS need to offer more incentives; Scott Goldstein commented that “we always stress skilled labor force” but do companies always look for those employees?; Rick Struck commented regarding the incentive issue that there is a wide variety of incentives, however, some companies feel that they can be leaner and meaner on their own.

**REDC Credit Card:** Phyllis Tucker discussed the advantages of having a credit card and stated that the card would only be used for computer related expenses such as Adobe program, boosting posts on Face Book and seminars needing a credit card to register.

► **Motion:** A motion to accept the issuance of a TD Bank credit card to REDC. Motion by Cliff Wood and seconded by Robert Seaman. Motion had 11 yeas but since we did not have a quorum, an e-mail vote will take place with board members not present at the meeting. (Up-date on progress at next Board Meeting).

**New Business:** Jim Tully commented that a NYS representative should attend every board meeting so that they could answer questions regarding incentives and that it would be good to have them at the table; Scott Goldstein commented about a business in Congers, “Bark Thins” has been sold to Hershey.

Rick Struck thanked Tom Della Torre and Cliff Wood for hosting the board meeting and for the tour of the 3D Lab. Rick also spoke briefly about John Sorrentino @Pfizer who assured Rick that they are staying in Rockland where they have 600-700 employees and want to stay engaged in the community and that they support IRG/RCC incubator.

### **Thomas Della Torre’s Presentation**

Tom led the board on a tour of the 3D Lab

► **Motion:** A Motion to adjourn. Motion by James Tully and seconded by Jill Warner. Motion passed unanimously. Meeting was adjourned at 6:26 p.m.