

ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

MINUTES

October 08, 2015

A regular meeting of the Orange County Industrial Development Agency was convened in public session on October 08, 2015 at 2:05 P.M. at the Orange County Business Accelerator in New Windsor, New York.

The meeting was called to order by the Chairman, Robert Armistead, and upon roll being called, the following were:

PRESENT: Robert Armistead, Mary Ellen Rogulski, Henry VanLeeuwen, Edward Diana, Robert Schreibeis, Stephen Brescia (John Steinberg joining after roll call)

ABSENT: None

ALSO PRESENT: James Petro – Executive Director
Laurie Villasuso – Associate Executive Director
Kevin Dowd – IDA Attorney
James Walsh –Times Herald Record
Bill Fioravanti- Orange County Partnership
Wayne Booth – Orange County Executive Office
Laura Mann – Galileo Tech Group/Orange County Accelerator
Whitney Bowers – Focus Media
Lisa Kelly – Focus Media

Chairman Armistead calls to order the regular meeting of the Orange County IDA, October 08, 2015 (Pledge of Allegiance is recited). Board consists of six members. There is a quorum.

Review of the prior September 10, 2015 meeting minutes. Motion to approve the minutes as presented made by VanLeeuwen, seconded by Rogulski. Motion carries with all in favor.

Roll Call taken.

Financial Reports and/or Requests for Payment

Ms. Villasuso reviews the income and expense summary, noting that income YTD is just about \$3.5M, and YTD expenses are just over \$1M, with revenues exceeding expenses by about \$2.4M which is on track to our budget. Ms. Villasuso updates the Board on the bank accounts; there is about \$10.6M between the accounts. Ms. Villasuso states that the budget that was adopted last month has been posted online into the PARIS system as per the regulations and the ABO regulations. Ms. Villasuso also states that we are working with JGS to bring the auditors in early November to audit the first three quarters, so come the end of 2015 JGS will only need to audit the fourth quarter for an easy wrap up of the 2015 audit.

Lastly, Ms. Villasuso reviews the revised payment schedule. The payments received for the month, which total \$80K, and the payments submitted for approval which comes to \$257,918.12. Ms Villasuso notes that the shovel ready payment for Warwick Valley LDC completes the \$1M expenditure. Starting in December, WVLCDC will be getting invoiced for the lease payments. The change between the schedule that was sent out in the packet and the revised schedule is that Orange County Partnership submitted their third quarter voucher, and since there was a revision Ms. Villasuso included the accountant's third quarter voucher as well.

Chairman Armistead asks how much was totally billed against the shovel ready and Ms. Villasuso responded with \$1M. Ms. Villasuso notes that this last bill brought the expenditure to a little more than \$1M, but it was adjusted down to reflect the outstanding balance. Chairman Armistead asks about the partial closing fee on Crystal Run, Ms. Villasuso confirms that it was the Monroe Crystal Run project, which was approved last month.

Motion made by VanLeeuwen, seconded by Schreibeis, that the Board accept the financial reports and authorize payments and vouchers for October 2015. Open for discussion. Affirmative votes of all members present resulted in motion carried.

Ms. Villasuso reviews OCBA's finances. The income for the year is \$82,000 and the expense for the year totals \$510,000, with income under the expense by \$428,000. This is in line with the budget. Ms. Villasuso advises the board that we recently received word that the Accelerator's grant has been approved. Ms. Villasuso reminds the board that the grant expenses will come out of the budget, and will then be reimbursed.

[Steinberg enters the meeting]

Chairman Armistead asked the board if anyone had any questions or comments, no one responded.

Chairman's Report

Chairman Armistead mentions Continental Organics, the article that was in the paper, and that they have been on the radar for months. Chairman Armistead adds that the Board will be discussing some of their client's financials in executive session.

Executive Director Report

Mr. Petro spoke about the public hearing for the hotel in the Town of Newburgh which is Milano's hotel. Mr. Petro said there was not a big attendance and everyone that was there was in favor. Mr. Piaquadio spoke at the public hearing and emphasized his support and hoped that the IDA will give them what are looking for. Mr. Petro says that the PILOT is the 485B. The town is being made whole on the mortgage tax abatement, and the sales tax is what they are looking for. Mr. Petro mentions that the public hearing was very short and a few business people spoke in favor of the tax abatement and that there is a need for hotel rooms. Mr. Petro states there is a need for more hotels. The IDA has several coming in, and has already done a number of them. The board will receive the public hearing transcript when they receive the next packet. Ms. Villasuso states that the resolution will be on the November 12th agenda. Mr. Petro states that was the only public hearing this month.

Ms. Villasuso states that The Accelerator is moving along, and the Unshattered group is officially in residence at The Accelerator's cut and sew production facility. Ms. Villasuso says that Unshattered had a really beautiful article in the paper (The Record) on Sunday and, as a result, sold six bags. Ms. Villasuso also spoke about the digital side of the fashion design and production; equipment is coming in and the Computer Assisted Design software is being set up which is exciting and high tech. Ms. Villasuso and Mr. Cozzolino met with Susan Glendenning about her request for the Patent Model Museum in the Town of Cornwall. Ms. Villasuso feels that Ms. Glendenning's request could be steered away from the IDA and OCFC and toward the county, state or federal funds. Ms. Villasuso notes that the meeting with Glendenning was very productive, and Ms. Villasuso and Mr. Cozzolino helped sort out the 501C3, figured out the museum situation and feel that it will be to Ms. Glendenning's benefit going this direction and not OCFC.

Ms. Villasuso stated that the OC Partnership Annual Dinner will be held on December 1, and asked if any of the board members would like to attend please let Ms. Reilly know. Mr. Fioravanti spoke and said that the OC Partnership would love for the board to attend and they have had a great year.

Ms. Villasuso brought up her travel voucher for the two classes she will be attend at the end of the year. Without any taxes Ms. Villasuso said it came to \$2,947.20 and there will be room taxes and baggage fees. Ms. Villasuso respectfully request the travel and education be increased to \$3,500.00 from \$3,000.00.

Motion made Stephen Brescia, seconded by Robert Schreibeis to increase travel and education to \$3,500.00. Motion carries with all in favor.

OCBA Report

Ms. Mann updates the Board on a few clients. The first company that Ms. Mann spoke about is Home Into Haven. This company is relocating from Brooklyn and manufactures artisan soaps, cleaning and personal products all organic and pesticide-free. Kayce White, President of Home Into Haven, will be moving into The Accelerator mid November and will be hiring two new employees. Ms. Mann states that with the companies that are in The Accelerator now, there have been twelve jobs cultivated, and the companies continue to grow.

Ms. Mann explains about the companies they are working with for The Accelerator Without Walls (AWoW). The first company is Eco Shrimp and they are looking to hire two people. As a result of the services and assistance they are getting, they see a plan for growth. The second company is Tailor Express located at Woodbury Commons, GTG is facilitating instruction for sewing operators related to the growth plan Tailor Express has for servicing clients at

Woodbury Commons that need tailoring. Tailor Express has agreed / committed to about four positions they will hire. The third company is LSI Lighting in New Windsor. It is a LED company and GTG will be facilitating, with a specialized instructor, training for twenty people LSI has committed to hire. Ms. Mann said her reports calculate thirty six (36) jobs created in the past three months, but adds that it is actually thirty eight (38) now that Eco Shrimp has announced their plans to hire.

Ms. Villasuso then discusses ways to resituate The Accelerator to maximize the amount of grants funds that we can collect from the state, and to reach the widest network of people to become part of the Accelerator. Ms. Villasuso announces that Accelerator management has decided to refine the name of the accelerator to The Accelerator, Powered by the Orange County IDA. Ms. Villasuso adds that the new name will help bring manufacturing from the Hudson Valley into Orange County. In addition, there is a new logo and new sign. Ms. Villasuso reiterates that the official name is "The Accelerator Powered by the Orange County IDA". Ms. Villasuso states that there is a resolution to vote on the name change.

Mr. Dowd reads aloud resolution for the name change from the Orange County Business Accelerator to The Accelerator Powered by the Orange County IDA to better reflect the new goals and broader market appeal. Motion made by Mary Ellen Rogulski, seconded by Henry VanLeeuwen. Open for discussion. Affirmative votes of all members present resulted in motion carried.

To unveil and view the new Accelerator sign, Chairman Armistead calls for a brief recess of the IDA Board Meeting at 2:25 P.M.

At 2:30 P.M. Chairman Armistead calls the IDA Board Meeting back to order after a brief recess.

Chairman Armistead thanks Focus Media for the sign and Mr. Petro mentions that he got the permit for the sign and the fee waived.

Chairman Armistead notes that Mr. Cozzolino was away on business and asked if there was any other business for The Accelerator. Ms. Villasuso adds there is a new web address: theaccelerator.business. Ms. Villasuso advises the board that The Accelerator is in the process of getting a new website built. Chairman Armistead added that The Accelerator is on the right track and refocusing on our mission. Chairman Armistead notes that the companies being assisted by AWOW were previously not getting help, and is proud that we can help them expand, stay in the county, and stay in business.

OCP Report

Mr. Fioravanti states that they have fifty two leads they are following up on. Half of the leads are manufacturing and nine are energy. OCP has ten closed attraction projects to date. Mr. Fioravanti stated that Hudson Valley Crossing is a busy area now with PharmaCann and Blackhawk already under construction. Mr. Fioravanti spoke about a couple top projects that he is working on, including AmerisourceBergen and a confidential waste-to-energy project. Project Peaches a food manufacturer is looking at the Matrix site.

Mr. Fioravanti notes that Ms. Halahan just got back from an IEDC Conference in Alaska. OCP won an award for their video.

Mr. Fioravanti adds that he just got back from the Warwick Valley Office and Technology Corp Park which was shovel ready funded. The access road and infrastructure are in. Mr. Fioravanti states that OCP is speaking with Orange County on some sites for them to become shovel ready. Chairman Armistead notes that there is a site out by Maybrook, on Maybrook Rd., that the IDA board members might want to go out and look at.

Mr. Fioravanti touches on the expansion and retention projects for Ms. Dana. She has twenty five expansion projects, ten retention projects and a total of seven hundred forty four potential new and retained jobs in which a number are manufacturing.

Mr. Fioravanti discusses the CFA. The Mid Hudson Regional Economic Development Council has named twenty four projects as priority projects for the CFA process; there are four in our region and ten in Orange County. More information will be available in a month.

Motion made by Rogulski to enter executive session relating to a particular corporation. Motion seconded by VanLeeuwen. All in favor.

Executive Session

The members discussed a particular corporation

End of Executive Session

With no further business, meeting called for adjournment by Chairman Armistead, motion made by Rogulski, seconded by Schreiber, the time being 3:55 p.m.