



**Board of Directors Meeting
Orange Bank & Trust Conference Room
Middletown, NY and Zoom
September 15, 2020 | 4 pm**

Present: Michael Gilfeather, Mary Beth Bianconi, Anthony Campagiorni, Susan Dean, Todd Diorio, Andrew Fetherston, , Brian Flynn, Bob Kaehler, Justin Rider, , Alan Seidman, Jimmy Smith, Mark Stellwag, Mike Turturro, Chuck Utschig, Mark Wienberg, Derrik Wynkoop

Absent: , Dave Campbell, Melissa Cobuzzi, Chris Fiorillo, Al Muhlrud, Bob Sanchez, Gary Tetz

Staff Present: Maureen Halahan, Megan Matthews

Guests: Andrew Pavloff, Kaitlyn Poplaski

The meeting was called to order at 4 pm. **Michael Gilfeather**

Audit Review: **Andrew Pavloff**
Kaitlyn Poplaski

- The 2019 audit was presented by Andrew Pavloff and Kaitlyn Poplaski of Waschitz Pavloff. A motion was made to accept the audit as presented by Mike Turturro, seconded by Alan Seidman and unanimously carried.

Financials: **Michael Turturro**

- The financials were presented and approved on a motion made by Mary Beth Bianconi, seconded by Derrik Wynkoop, financials were unanimously carried.

Approval of Minutes: **Michael Gilfeather**

- The minutes of the June 2020 board meeting were presented. With one change noting that Derrik Wynkoop was present at the June meeting, the minutes were accepted on a motion made by Bob Kaehler, seconded by Mike Turturro and unanimously carried.

Chairman's Report: **Michael Gilfeather**

- [REDACTED]

President's Report **Maureen Halahan**

- An investor initiative update was given. There are new first-time investors coming in at Senior Partner levels including Servidone and Petillo. Delaware Engineering has committed to doubling their investment for 2020.
- The OCP virtual Investor Breakfast was held on Wednesday, July 22nd via Zoom and the keynote was Didi Caldwell of Global Location Strategies. The event was well attended and well received. Didi Caldwell, has since been retained by one of our investors that attended the event.
- On Thursday, September 24th the Alliance for Balanced Growth (ABG) will feature a panel of experts discussing how to increase tax rateables in your municipality.
- ABG Increasing Tax Rateables booklet is currently undergoing an update. We have been working with Maser Consulting and the official launch of the publication will take place at the ABG meeting.
- The Partnership will be hosting 3 upcoming in-person events, note: The Fall Series. Event dates will be October 27, November 17 and December 1. All three events have a maximum number of 50 in-person guests with capability to attend virtually. Themes will include experts in the real estate / development market and the energy space. The Annual Event will include highlights of 2020.
- Fall QPM is scheduled for October 14th and hosted virtually.
- Town of Montgomery IDA awarded \$100,000 to Delaware Engineering to conduct an in depth corridor study along 17K from I84 to the Village of Montgomery.
- The Partnership is working with NAI Platform and Scannell properties who are under contract for a few properties in the county to develop for SPEC Distribution.
- [REDACTED]
- Orange County Citizens Foundation is hosting 2 debates for the senatorial race in the 42nd District. The Partnership is part of a committee (including SUNY Orange, The Land Trust, Leadership Orange, Orange County Chamber of Commerce and others) that has worked along with the Citizen's Foundation to ask questions pertinent to our respective expertise. We are asking our Board to submit questions related to Economic Development. (A discussion followed regarding the involvement of the Partnership and possible questions).
- MHREDC update: none of the CFA or Downtown Revitalization initiatives are taking place this year. The governor has asked the members to assist in formulating a plan for economic recovery.

-
- There was a tour of the Amazon site on August 10th for OCP only and it was conducted by a representative from Amazon. The project is moving full steam ahead.
 - [REDACTED]
 - Danskammer is facing continuous challenges in Albany and still are not permitted. Currently this project is at risk as the company has an end-date where they will pull out and cut their losses.
 - The OCP has received calls from local manufacturers following our last newsletter article relating to energy. They are seeking insight regarding anticipated rate hikes. A discussion followed regarding making upgrades to service areas and rate increases.
 - Phil Liebman of ALPS Leadership (a Partnership investor) is conducting a three-part leadership series in late October/early November. Details will be forthcoming.
-

Old/New Business:

Michael Gilfeather

- The October board of directors meeting will be held at Blu Pointe on the Newburgh waterfront. For those who can attend in person, we will have dinner immediately after the meeting. If you cannot attend in person, the meeting will be conducted through Zoom as well.
- A motion to adjourn was made by Andrew Fetherston, seconded by Alan Seidman and unanimously carried.

Respectfully submitted,

Melissa Cobuzzi
Melissa Cobuzzi