



Board of Directors Meeting  
Catania, Mahon & Rider, Newburgh, NY and Zoom  
April 18, 2023 | 4pm  
MEETING MINUTES

**Present:** Sandy Mathes, Ryan Hawthorne, Michelle Rider, Mike Turturro, Alan Seidman, Mark Stellwag, Brian Flynn, Mike Gilfeather, Charles Gottlieb, Derrik Wynkoop, Dr. Susan Dean, Dr. Mary Leahy, Mary Beth Bianconi, Janette Espino, Jimmy Smith

**Absent:** Melissa Cobuzzi, Bob Kaehler, Dan Depew, Todd Diorio, Dan Maughan, Gary Tetz, Chuck Utshig, Andrew Fetherston

**Staff Present:** Maureen Halahan, Conor Eckert, Cassie Garcia

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**Call to Order** **Mike Turturro**

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- The meeting was called to order at 4:00pm.

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**Approval of Minutes** **Dr. Susan Dean**

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- The meeting minutes of the March 2023 board meeting were presented and accepted on a motion by Sandy Mathes, seconded by Mark Stellwag, and unanimously carried.

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**Financials** **Dr. Susan Dean**

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- The financials were presented and approved on a motion made by Michelle Rider, seconded by Alan Seidman, and unanimously carried.

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**Investor Update** **Maureen Halahan**

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- The Partnership has collected over \$320,000 investment money: 59% of January invoices
- 12 New Investors to date with commitments of \$60,500
- Newest investor commitment from Bohler

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**President’s Report:** **Maureen Halahan**

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- Our board resolution opposing Part AAA of Senate Bill S. 4005-B was sent to the Governor on March 28<sup>th</sup>.
- Ratification of the Resolution opposing Part AAA of Senate Bill S. 4005-B has been ratified; all present board members were in favor.
- By Laws: Allowable methods of voting - Michelle Rider will take a look and update the By Laws if necessary.
- **Conferences & Events:**
  - Golf Classic, May 15<sup>th</sup>, \$146,500 raised in sponsorships and foursomes. We anticipate that we will net around \$90,000.
  - MVP Investor Breakfast, June 6<sup>th</sup> invitations and sponsorship opportunities have been sent out.
  - Congratulations to Orange Bank & Trust Ribbon Cutting, Goshen, NY, April 6<sup>th</sup>

- We attended Congressman Pat Ryan HQ office opening in Newburgh, NY, April 10<sup>th</sup>
- Steve Neuhaus' State of the County address is tomorrow at 5pm at the 911 center. OCP assisted with updates.
- CCA Annual Dinner, Newburgh, NY, April 27<sup>th</sup>
- NYSEDC Annual Conference, Cooperstown, May 24<sup>th</sup> – May 26<sup>th</sup>, Maureen and Conor are attending.
- **Initiatives:**
  - 17Forward86: Highway to the Catskills Angers Environmentalists (Politico article)
  - Ball Corporation outreach letter
  - Land annexation Town of Wallkill for Shen Yun Performing Arts Center
  - Legislative update for E&E Committee attraction expansion, April 17<sup>th</sup>
- **Marketing:**
  - Intent marketing proof received Friday, April 7th. It's a way to get our brand and our sites in front of site selectors and companies that are looking at our economic development competition in other states and/or counties. When they go to other state websites, they'll see a pop up at the bottom of the webpage that links to our shovel ready landing site. Full launch eta this month.
  - Business expansion outreach. We exported our entire database from Act into an excel spreadsheet then narrowed down the focus to businesses. We are going through the alphabet starting with a and b. We sent out 88 emails introducing the Partnership. Within 2 business days we received 5 responses resulting in expansion leads and company tours. This is a part of our business expansion grass roots campaign.
- **BR&E and Attraction Update:** Conor Eckert
  - Site Selector's Guild (SSG), March 28<sup>th</sup> – 31<sup>st</sup>
    - SSG Marketing
- **Attraction Highlights:**
- **Expansion Highlights:**
- **Upcoming Meeting and Event Updates:**

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**Chairman's Report:**

**Mike Turturro**

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- Monthly Board updates given by:
  - Alan Seidman, Executive Director, Construction Contractors Association of the HV

I can foresee construction in the Hudson Valley being busy for the next 2-3 years. West Point has committed to a \$3 billion dollar project. There is infrastructure work going on in Newburgh. There is a new mental health facility in New Hampton funded by New York State. However, there is a problem with people from out of state not paying wages, taxes, worker's comp, disability, etc. and putting local contractors at a severe disadvantage resulting in labor shortages. CCA is working with colleges that have internship programs in management engineering and is expanding their website with a list of resumes for internship positions.

- o Mary Beth Bianconi, Partner, Delaware Engineering

Delaware Engineering had our annual company meeting to discuss finances, initiatives, and technical focus. An audit of staff resulted in a split between Baby Boomers and Gen X and about 50% in the next generation. It's a great sign for our industry that we are able to find and hire young people because civil engineer is a dying breed. We recently bid 2 medium sized pipeline projects. Both bids were in two different regions in the Mid-Hudson Valley and came in well under the estimate. Contractors are saying that because there was so much cost expansion, a lot of projects did not succeed so contractors are now more competitive. A manufacturer of transformers for military is making a massive investment in their site. It's millions of dollars. ESPEY is making investments without incentives from anyone. There is a continued investment in pharmaceuticals. We've seen investments in playground manufacturing, publishing, and private sector. Billions of dollars in federal aid for replacement of lead lines in drinking water is available. They add a lot more regulations which can be a barrier to some of our communities accessing the funding and lengthening the timeline.

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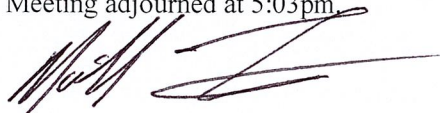
**Old & New Business****Mike Turturro**

With no old or new business, a motion to adjourn was made by Alan Seidman, seconded by Dr. Susan Dean, and unanimously carried.

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**Adjourn****Mike Turturro**

Meeting adjourned at 5:03pm.



Respectfully submitted,

Mike Turturro