

**Economic Development Committee (EDC)**  
**MINUTES**  
*Tuesday, January 3, 2017*

**Committee Members Present:** Martin Donnelly, James Eisel; Tina Mole; Michael Triolo; Richard Parete; Jim Bogner, Thomas Snow, Jr, Alan Rosa

**Committee Member(s) or Staff Absent:** Ursula Basch, Innes Kasanof

**Committee Member(s) Calling In:**

**Staff Present:** Barbara Puglisi; Timothy Cox; Jason Merwin, Phil Sireci

**Guest(s) Present:**

The meeting was called to order at 11:20 a.m.

Minutes from the EDC meeting of November 1, 2016 were moved and passed without comment; *all in favor.*

**NEW BUSINESS**

**Loan Update**

Barbara presented an update of loan activity, which showed the following:

CFF Loan Activity through 11/30/2016 indicated there is \$7,666,811 committed so far of the \$10,000,000 budget for 2016. There is nothing in process.

Regarding the Hospital Health-Care Fund, staff indicated a current balance of \$4,280,221 from our original balance of \$5,000,000, with no loans in process.

The Municipal Sewer Flood Business Retention Program, has \$157,137 committed with a balance of \$92,863 left in the budget.

Barbara presented a chart showing CWC's collateral position of defaulted and delinquent loans as of 11/30/16. She indicated the Default and Delinquent rate is currently at 8%.

Barbara presented a chart showing a breakdown of CWC Loans that have been "written-off" as of 11/30/16. The total dollar amount of the write-offs is \$2,363,495.58. The chart showed that 62.45% of the total amount written off were loans located in Delaware County. Additionally, 32.44% of the write offs occurred in Ulster County and the remaining 5.11% were located in Sullivan County. There have been no write offs in Greene or Schoharie County.

Barbara presented an updated CFF County Fund Allocation chart showing where and how the CFF has been spent. The chart included how much each county has left to spend.

### **Robert Ganz Contract**

Tim told the committee that there were slight increases in hourly rates for Rob and Conner for 2017. Rob's rate would go up to \$340 per hour and Connor's would rise to \$310 per hour.

Jim Eisel asked if this was high. Tim answered that it is commiserate with collection attorneys. He also added that they do not always charge hourly and occasionally take a proportion of funds collected instead.

Jim said that he thinks \$340 per hour is outrageous. He suggested that maybe we start putting it out to bid to bring in some competition.

Mike said that collections is a unique field. He said that it is important to have a good collections firm otherwise the money is just wasted. He said it is very important to have quality collections attorneys.

Tom stated that it is his experience that you get what you pay for. Mike agreed.

Tim added that it is difficult to find local attorneys in the area that wouldn't have a conflict of interest.

***Mike made a motion, Seconded by Tina to approve the rate increases for 2017. All in favor.***

### **2016 Recreational Boating Program**

Barbara presented the committee with DEP's and CWC's reports regarding the boating program. She explained it was another successful season and over 1,600 boats were used during the season. She also detailed the Watershed Education Grant that was awarded to the Reservoir Lab (HarborLab) at Neversink that allowed 125 children, many underprivileged, to paddle over the summer.

### **Other**

#### **Delaware Inn – MOU with Utica Center for Development**

Barbara told the committee that a draft lease was sent out before Christmas but we are waiting to hear back. Included in the draft lease was a proposal for UCD to get a letter of credit. She added that the original MOU had a start date that has already passed but we are working to get everything completed as quickly as possible.

#### **State Grant for the Catskill Park**

Barbara told the committee we received 5 proposals by December 15, 2016 with regard to the Greater Catskill Recreation Plan RFP. She said there was \$160,000 budgeted for the plan and despite the companies having this information, all but one had proposals higher than \$160,000. She told the committee the proposals ranged from \$159,928 to \$427,821. She told the committee that the proposals were sent to NYS DEC personnel, NYC DEP personnel, Jeff Senterman, Director of the Catskill Center for Conservation and Development and CWC staff for review, and that the Holiday Season and vacations has made it difficult for her to receive feedback on their choice. She plans to complete this

process in the next several days and have a recommendation to the Committee at the next scheduled meeting.

Tina asked what companies submitted proposals. Barbara answered: Alta Planning and Design, Ann Ruzow Holland, The Chazen Companies, HDR Architecture and Engineering and Elan.3 Consulting.

Jim asked if this funding was available every year. Barbara answered that this was only for this year but there are efforts to get additional funding every year.

There being no other business the meeting was adjourned at 11:40