

Economic Development, Tourism, Housing, Planning & Transit Committee

Committee Meeting Minutes

DATE & TIME: December 7, 2016 – 7:00 PM OR Immediately Following
Legislative Session
LOCATION: Legislative Chambers
PRESIDING OFFICER: Chairman James F. Maloney
LEGISLATIVE STAFF: Mary Beichert, Senior Legislative Employee
PRESENT: Legislators Berky, Delaune, Lapp, Litts, Maio & Rodriguez
ABSENT: None
QUORUM PRESENT: Yes

OTHER ATTENDEES: Deputy County Executive Ken Crannell, Office of Business Services Director Suzanne Holt, Director of Purchasing Marc Rider, CJ Hartwell-Kelly – Buttermilk Falls Inn & Spa, Ulster County Tourism Rick Remsnyder, Director of Information Services Sylvia Wohlfahrt, Ulster County Advisory Committee Kathy Nolan.

Chairman Maloney called the meeting to order at 7:57 PM.

Chairman Maloney thanked everyone for attending the meeting.

Motion No. 1: Moved to Approve the Minutes of November 9, 2016

Motion Made By: Legislator Maio
Motion Seconded By: Legislator Rodriguez

Discussion:
None

Voting In Favor: Legislators Berky, Delaune, Lapp, Litts, Maio, Maloney & Rodriguez
Voting Against: None
Votes in Favor: 7
Votes Against: 0
Disposition: Minutes Approved

Resolutions for the December 20, 2016 Session of the Legislature

Resolution No. 462: Approving The Execution Of A Contract Amendment Causing The Aggregate Contract Amount To Be In Excess Of \$50,000.00 Entered Into By The County – IBM – Department Of Information Services

Resolution Summary: This resolution approves the execution of a contract with IBM in the amount of \$32,449.38 to extend the terms of agreement for maintenance of Lotus Notes, Email and Multiplatforms.

Motion No. 2: **Resolution No. 462 moved for discussion**
Motion By: Legislator Maio
Motion Seconded By: Legislator Litts

Discussion:

Sylvia Wohlfahrt stated that the contract covers software maintenance for some of the applications that are running on the servers. The contract is renewed every year. The difference this year is that one of the servers the software covers has been reduced in price because Office 365 software will replace Lotus Notes.

Voting In Favor: Legislators Berky, Delaune, Lapp, Litts, Maio, Maloney & Rodriguez
Voting Against: None
Votes in Favor: 7
Votes Against: 0
Disposition: Resolution Adopted

Resolution No. 519: Approving The Execution Of A Contract In Excess Of \$50,000.00 Entered Into By The County – Tyler Technologies, Inc. – Department Of Information Services

Resolution Summary: This resolution approves the execution of a contract with Tyler Technologies, Inc. in the amount of \$2,236,537.00 for public safety enterprise software, implementation services and maintenance – used by Emergency Management and Sheriff’s Department.

Motion No. 3: **Resolution No. 519 moved for discussion**
Motion By: Legislator Maio
Motion Seconded By: Legislator Litts

Discussion:

Sylvia Wohlfahrt stated this contract is part of the capital project that was voted on last month to replace the Sheriff’s and Emergency Communications public safety system. The contract handles police records, the corrections system, mobile equipment, software in police cars and various other modules. It is a huge project that will go on for a year and half.

Legislator Rodriguez asked if the software it is replacing is running on multiple platforms and servers. In addition would Information Services be maintaining the program.

Marc Ryder stated there was an extensive RFP done on the contract.

Voting In Favor: Legislators Berky, Delaune, Lapp, Litts, Maio, Maloney & Rodriguez
Voting Against: None
Votes in Favor: 7
Votes Against: 0
Disposition: Resolution Adopted

Resolution No. 537: Approving The Execution Of A Contract Amendment In Excess Of \$50,000.00 Entered Into By The County – Tyler Technologies, Inc. – Department Of Information Services

Resolution Summary: This resolution approves the execution of a contract with Tyler Technologies, Inc. in the amount of \$218,958.00 to extend the terms of the agreement and update software modules licensed and covered by maintenance used by the Sheriff's Department.

Motion No. 4: **Resolution No. 537 moved for discussion**
Motion By: Legislator Maio
Motion Seconded By: Legislator Litts

Discussion:

Sylvia Wohlfahrt stated this is software maintenance for the existing public safety system. This contract will cover the next 18 months from now and until the new system begins.

Legislator Rodriguez stated that the terms of the contract would overlap each other. Discussion ensued regarding the start date and the terms of the contracts.

Sylvia stated the software currently running and will continue until June 30, 2018. Although the contract will start on January 1st the county will not be paying maintenance on it until July 1, 2018.

Discussion ensued between Legislator Rodriguez and Sylvia Wohlfahrt.

Legislator Litts stated the confusion is due to the wording of the title which states this contract is for the maintenance and implementation services of the software.

Voting In Favor: Legislators Berky, Delaune, Lapp, Litts, Maio, Maloney & Rodriguez
Voting Against: None
Votes in Favor: 7
Votes Against: 0
Disposition: Resolution Adopted

Resolution No. 551: Establishing Capital Project No. 490– Purchase Of Mass Transit Buses– Amending The 2016 – 2021 Capital Fund Budget – Ulster County Area Transportation (UCAT)

Resolution Summary: This resolution authorizes the purchase of Mass Transit Buses to replace two existing 30' diesel fuel buses to improve public mass transportation.

Motion No. 5: **Resolution No. 551 moved for discussion**
Motion By: Legislator Maio
Motion Seconded By: Legislator Rodriguez

Discussion:

Ken Crannell stated these are the buses that have been budgeted for purchase in 2017.

Voting In Favor: Legislators Berky, Delaune, Lapp, Litts, Maio, Maloney & Rodriguez
Voting Against: None
Votes in Favor: 7
Votes Against: 0
Disposition: Resolution Adopted

Resolution No. 553: Appointing Member To The Ulster County Planning Board – Town of Gardiner

Resolution Summary: This resolution approves the appointment of Linda Geary to the Ulster County Planning Board – Town of Gardiner.

Motion No. 6: **Resolution No. 553 moved for discussion**
Motion By: Legislator Maio
Motion Seconded By: Legislator Rodriguez

Discussion:

None

Voting In Favor: Legislators Berky, Delaune, Lapp, Litts, Maio, Maloney & Rodriguez
Voting Against: None
Votes in Favor: 7
Votes Against: 0
Disposition: Resolution Adopted

Resolution No. 554:- Reappointing Member and Alternate To The Ulster County Planning Board – Town Of Olive

Resolution Summary: This resolution approves the reappointment of Andrew Boggess and the appointment of the alternate Helene Grant to the Ulster County Planning Board – Town of Olive.

Motion No. 7: **Resolution No. 554 moved for discussion**
Motion By: Legislator Maio
Motion Seconded By: Legislator Rodriguez

Discussion:

None

Voting In Favor: Legislators Berky, Delaune, Lapp, Litts, Maio, Maloney & Rodriguez
Voting Against: None
Votes in Favor: 7
Votes Against: 0

Disposition: Resolution Adopted

Resolution No. 521: Approving The Execution Of A Contract Amendment In Excess Of \$50,000.00 Entered Into By The County – Luminary Publishing – Department Of Tourism

Resolution Summary: This resolution approves the execution of a contract with Luminary Publishing in the amount of \$77,896.00 to extend the terms of the agreement to cover development and production of the 2017 Travel Guide.

Motion No. 8: Resolution No. 521 moved for discussion

Motion By: Legislator Maio

Motion Seconded By: Legislator Rodriguez

Discussion:

Rick Remsnyder stated the first contract to be discussed is the contract for the travel guide, Luminary Publishing. Travel guide is one of the main promotional tools.

Legislator Maio asked if the contract was for the same amount as last year. Mr. Remsnyder responded yes.

Voting In Favor: Legislators Berky, Delaune, Lapp, Litts, Maio, Maloney & Rodriguez

Voting Against: None

Votes in Favor: 7

Votes Against: 0

Disposition: Resolution Adopted

Resolution No. 523: Approving The Execution Of A Contract In Excess Of \$50,000.00 Entered Into By The County – Cubic Inc. – Department Of Tourism

Resolution Summary: This resolution approves the execution of a contract with Cubic Inc. in the amount of \$288,852.00 for advertising and a marketing campaign.

Motion No. 9: Resolution No. 523 moved for discussion

Motion By: Legislator Maio

Motion Seconded By: Legislator Rodriguez

Discussion:

Legislator Maloney introduced two thirty second clips that were presented by Cubic Inc. RFP's had gone out by the county for tourism and advertising for 2017. The clips presented the type of product and the quality of the product that can be done by this company.

First thirty second clip was played.

Legislator Maio asked Mr. Remsnyder who had the contract in the past. Mr. Remsnyder responded Focus Media.

Mr. Remsynder stated they had gone through a rigorous RFP process. Focus Media had done a great job the past 6 years but this firm has also done a great job.

CJ Hartwell-Kelly stated she was part of the committee and they chose the top four. One thing she saw in Cubic that she did not see in the other companies was how Cubic's marketing approach was different. In addition their proposal was phenomenal. The company stood out and above the rest. Even though this company is not local they do an amazing job.

Legislator Rodriguez mentioned to CJ that they would like to review the contract as they have done in previous years.

Legislator Maloney stated that Cubic will be presenting December 19th and 20th.

Discussion ensued regarding Cubic, Inc.'s presentation.

Legislator Rodriguez asked Rick if the one provision that had been in the past contract with Focus Media regarding 15% commission was included in this current proposal. Mr. Remsynder stated no.

Legislator Rodriguez asked Rick to review page 17 section four regarding 15% commission. Mr. Remsynder stated he thought it was removed but needed to check the old contract.

Legislator Maloney suggested reviewing this part of the contract on the 19th or 20th prior to the presentation.

Motion No. 10: **Motion to Postpone Resolution No. 523 for one week**
Motion By: Legislator Litts
Motion Seconded By: Legislator Rodriguez

Voting In Favor: Legislators Berky, Delaune, Lapp, Litts, Maio, Maloney & Rodriguez
Voting Against: None
Votes in Favor: 7
Votes Against: 0
Disposition: Resolution Postponed

Resolution No. 520: Approving The Execution Of A Contract In Excess Of \$50,000.00 Entered Into By The County – Ulster County Industrial Development Agency – Department Of Planning

Resolution Summary: This resolution approves the execution of a contract with Ulster County Industrial Development Agency in the amount of \$50,000.00 to provide administrative services to the IDA.

Motion No. 11: **Resolution No. 520 moved for discussion**
Motion By: Legislator Maio
Motion Seconded By: Legislator Rodriguez

Discussion:

Suzanne Holt stated that the IDA pays the county to administer the IDA – to staff the IDA.

Legislator Rodriguez asked Suzanne if she would update the Economic Development Committee periodically during the meetings in the future.

Voting In Favor: Legislators Berky, Delaune, Lapp, Litts, Maio, Maloney & Rodriguez
Voting Against: None
Votes in Favor: 7
Votes Against: 0
Disposition: Resolution Adopted

Old Business:

- Discussion of Resolution No. 170 - Re-Authorizing the Update of the County-Wide Economic Development Strategy Ulster Tomorrow; Trying to schedule a meeting
- Discussion of Resolution No. 326 - Establishing A Policy For Ulster County Bus Advertising

Motion No. 12: **Motion to Postpone Resolution Nos. 170 & 326 until January 2017**
Motion By: Legislator Rodriguez
Motion Seconded By: Legislator Maio

Discussion:

None

Voting In Favor: Legislators Berky, Delaune, Lapp, Litts, Maio, Maloney & Rodriguez
Voting Against: None
Votes in Favor: 7
Votes Against: 0
Disposition: Resolutions Postponed until next regular meeting

Chairman Maloney introduced Suzanne Holt.

Suzanne Holt stated she was going to give an update on the Office of Economic Development, the IDA and Ulster County Economic Development Alliance.

Suzanne Mentioned that tomorrow the Governor will be making CFA (Consolidated Funding Applications) announcements. “We helped over 40 municipalities to apply. Some municipalities include Town of New Paltz, Town of Shawangunk, and a few grants for Ulster County for Fire Training Center. We are eager to hear about the outcome”.

In the Office of Economic Development they are also working with potential buyers for the mall. The plan is to keep the mall open and the potential buyers are looking for retail.

Legislator Maloney stated the potential buyers met with various people including supervisors and different school districts in the county but the potential buyers had not met with him yet.

Lastly in the Office of Economic Development is the HVATC study (Hudson Valley Agribusiness). “We contracted with them to tell us if we build what? What will come?”

The IDA pays the county to staff. In 2016 they have closed (finished) The Holiday Inn, Servepro and Starbakka Distillery. Also expecting the Green House Project to be closing next week as well as the UPAC Project.

The EDA – Economic Development Alliance, Suzanne spoke with Legislator Delaune regarding a press release for the Revolving Loan Fund. “We would like to get the word out to our target industries”.

Legislator Maloney stated that the Revolving Loan Committee has now put all funds under one umbrella. So now the county has more funds in one account.

Suzanne gave an update on the Ellenville Million and the committee is starting to seek re-allocation. Suzanne asked if anyone has suggestions, or items they should be focused on please let them know. In Broad Band there is \$150,000.00 allocated funds that they are unsure on how to spend in a way to enhance economic development. It is a potential source of funds that could be moved around for tourism, or other programs.

Discussion ensued regarding WIFI.

Lastly is metrix and Suzanne stated they are seeking advice for a report that they are putting together with numbers and asked what types of numbers would the Economic Development like to see. In addition she is very excited about the film tax credit from the state.

Discussion ensued regarding Optimum Window and Ellenville.

There being no further business, Legislator Lapp motioned to adjourn, seconded by Legislator Litts.

Time: 8:54 PM

Respectfully submitted: Mary Beichert, Senior Legislative Employee
Minutes Approved: February 7, 2017