

**ULSTER COUNTY LEGISLATURE
COMMITTEE MEETING MINUTES**

NAME OF COMMITTEE: Economic Development & Tourism Committee

DATE: May 3, 2010

TIME: 4:45 P.M.

PLACE: Library Conference Room, 6th Floor
244 Fair Street, Kingston, NY

LEGISLATORS PRESENT: Chairman James Maloney, Legislators Rodriguez 5:05 PM, Frey, Hayes, Sweeney, Terrizzi, Donaldson 5:15 PM and Loughran

LEGISLATOR EXCUSED: Laura Petit

OTHERS ATTENDING: Legislator Jeanette Provenzano 5:45 PM, Arthur Smith Budget Director, Lance Matteson President UC Development Corporation, Carl E. Meyer The Solar Energy Consortium, Victor J. Melville LWV Observer Corp., Nettie Tomshaw Legislative Staff

The meeting was called to order by Chairman Maloney at 4:50 PM.

- Attendance
- A motion by Legislator Sweeney was made to accept the April 5, 2010 Committee Meeting Minutes, seconded by Legislator Hayes, all were in favor, Carried.

Chairman Maloney opened the meeting by advising the committee that the Tourism Department is currently setting up at the Kingston Holiday Inn for a show tomorrow 12:00 - 12:30 PM and put out an invite to all committee members.

- 1) Draft Resolution No. 0503 – May 18, 2010: Appointing Member To The Ulster County Planning Board – Town Of Lloyd

Motion offered to move Resolution forward by Legislator Hayes, Seconded by Legislator Sweeney, Unanimously in Favor, Carried.

- 2) Draft Resolution No. 0504 – May 18, 2010: Appointing Member To The Ulster County Planning Board – Village Of Ellenville

Motion offered to move Resolution forward by Legislator Hayes, Seconded by Legislator Sweeney, Unanimously in Favor, Carried.

3) Draft Resolution No. 0505 – May 18, 2010: Appointing Member To The Ulster County Planning Board – Town Of Olive

Motion offered to move Resolution forward by Legislator Frey, Seconded by Legislator Sweeney, Unanimously in Favor, Carried

4) Draft Resolution No. 0506 – May 18, 2010: Re-Appointing Member To The Ulster County Planning Board – Town Of Shandaken

Motion offered to move Resolution forward by Legislator Hayes, Seconded by Legislator Sweeney, Unanimously in Favor, Carried

5) Draft Resolution No. 0507 – May 18, 2010: Setting A Public Hearing As Required Under Article 25AA Of Agricultural Markets Law To Be Held On Tuesday, June 15, 2010 At 7:10 PM On Addition Of Lands To Agricultural Districts And Providing Direct Notice To Affected Municipalities

Motion offered to move Resolution forward by Legislator Frey, Seconded by Legislator Hayes, Unanimously in Favor, Carried

6) Draft Resolution No. 0523 – May 18, 2010: Re-Establishing The Ulster County Railroad Advisory Committee – Ulster County Legislature

Legislator Frey noted that the Health & Human Services Committee noted in their minutes that the Advisory Committee will advise the UC Legislature and not the County Executive Office – same as the Trails Committee. So noted in this committee.

Motion offered to move Resolution forward by Legislator Sweeney, Seconded by Legislator Donaldson, Unanimously in Favor, Carried

TSEC Carl E. Meyer:

- In Discussion with new company - RESQ , Long Island Firm wanting to get into the Solar Field, R&D and possibly manufacturing. Recommended TECH City location.
- Precision Flow moved into TECH City
- Overview of TSEC was reiterated - see last months minutes

Legislator Frey mentioned visiting SELUX open house in Highland - impressive lighting company, Carl agreed.

Legislator Sweeney asked why Carl would discourage a potential prospect like RESQ from starting a manufacturing business to produce solar panels. Carl Meyer feels based on his technical opinion; they

don't have a business plan that supports manufacturing solar panels and raising funds - however feels RESQ would be very capable of research and development technology. Felt they didn't know what they were getting into.

Legislator Terrizzi noted last month in the Business Journal TSEC received over 31 million dollars - feels more growth should be realized with these monies. When will we see significant job growth based on this aid? College grads can't find work locally - very discouraging. Mr. Meyer stated he hadn't seen the article, however this dollar amount is used quite frequently by Congressman Hinchey. We really haven't seen much as yet. The money flows through the Solar Consortium - not all to TSEC. Very few of the dollars have been allocated as yet. The Federal process is very slow. We are early on the learning curve. Over the next 3-5 years best case 1500 jobs projected. Lance Matteson noted a lot of the monies are earmarked specifically for large pieces of equipment - some jobs as well. Eventually the jobs will catch up, jobs are real but are slow coming. Current jobs vary in salary from \$10-15 dollar range and better paying than retail jobs. Engineering positions are sometimes hard to fill and competition is tremendous.

Chairman Maloney asked Carl Meyer to give an overview of TSEC. Carl stated their key objective in the Solar Consortium was R&D and technology, but now our primary goal is to attract businesses to the Hudson Valley - particularly Ulster County and retain business and create jobs. We are not an economic development organization. We rely on assistance from Lance M. and Ulster County, State and Federal level among others. Creation of the Solar Cluster, we now have a global reach along with the help of Congressman Hinchey. Our business model will evolve with time. Any questions for Carl Meyer reach him at the Solar Consortium at 336-0100 anytime.

Budget Director Arthur Smith/Bob DiBella Transportation: Tourism currently setting up at Holiday Inn. UCAT presented last month. Legislator Donaldson asked if we can differentiate where the Tourism leads are coming from since we have NYC ads and UlsterCountyAlive.com promotions at the same time. Art Smith will ask Tourism to respond at next months meeting, also ideas were tossed around at last months meeting.

Ulster County Development Corp. (UCDC), Lance Matteson:

- Lance thanked the committee for passing 5 resolutions at Session - appreciates the committee's support.
- Lance invited all committee members to tomorrows Tourism conference at the Holiday Inn 12:30PM - all committee members received invitations.
- Tourism/Hospitality is the driver that many businesses/people depend on. Targeting existing sites to re-energize the tourism business such as the Nevele and Bellaire.
- Manufacturing conference a week ago at Huck-ALCO, very well attended 24 manufacturers at the CEO level - very productive. Purpose to network, Council of Industries present, convey business support services available to manufacturers such as UCDC, IDA, Empire Zone. Also wanted to hear what the manufacturers had to say, some good some not so good. Chairman Maloney felt Lance received very good feedback.
- Selux success story - utilized 3 IDA projects and 1 Revolving loan project. Jobs generated are much more than projected.

- Ella Magnetics - solar company - brand new facility with more jobs than projected. They are selling magnetic cores.
- Ulster County is the top county in NYS for Solar PV residential installations.
- Shovel Ready sites very proactive with Planning Dept. to ID long term sites, short term Winston Farm project, Tech City, potential new projects in Lloyd, New Paltz, Gardiner, City of Kingston.
- Talks - Idea to do Site Plan for pre-approval ready to go for generic type 100K SF buildings with GEIS statement to cut down on turn-around time, IDA very interested in - takes time, money. Infrastructure drives jobs. Leg. Rodriguez, one successful example of looking ahead was Saugerties Kings Highway Project.

Legislator Rodriguez recommended facility walk throughs to better understand manufacturing. Hands on visits allow a better understanding. Also can we put a list of Ulster County suppliers together that would help manufacturers. Lance plans to list local contractors on the IDA website. Legislator Loughran asked Lance if county buildings and UCCC can utilize solar technology in any manner. Possibly solar thermal (hot water/hot air) technology would save money since it pays for its self in a short time. Also LED lighting possible. Would be good to get March Gallagher's take on the matter. Manufacturers get shut out of the bid process / spec process in favor of Chinese made - cheaper.

Art Smith stated the Seaman's audit (budget neutral) will be done with the county buildings - 1st report due June 30th along with 15-20 suggestions for the buildings. Discussion further continued NYS regulations - restrictions - lack of NYS made components manufactured.

Legislator Frey stated local tennis facility solar panels were made in Mexico. Need to push for locally made. Also how is the Partition Street project coming? Lance, it seems to be moving forward.

Carl/Lance, Central Hudson wanted to build a solar farm able to produce 1 mega watt of power for example and committed using local workers - state shut it down.

Legislator Hayes noted Central Hudson has program incentives for county buildings. Carl Meyer stated once Seaman audit is received, the County should contact TSEC as they can help evaluate it - service they provide. PSC regulations

Legislator Rodriguez mentioned memorization resolution - does it make sense to go on record to the Public Service Commission (PSC)? Lance would like to get back to us at a later date.

Legislator Donaldson would like Lance to put together his arguments to present solar/Central Hudson advancement in a resolution and discuss with our Assemblyman Cahill and learn more about his proposed bill. Lance will get a copy of the bill and have another discussion that will be helpful to Kevin. Carl explained he brought the bill that originated in Massachusetts - they passed a law to produce solar farms. Half to the utilities and the other half to the private sector. Carl gave it to Kevin about a year ago. More discussion to come.

Legislator Frey motioned, seconded by Legislator Terrizzi to adjourn the meeting @ 5:50 PM.
All in favor.

**Respectfully Submitted, James Maloney/nt,
Chairman Economic Development & Tourism Committee**

