



MEETING OF THE TOWN OF ISLIP
ECONOMIC DEVELOPMENT CORPORATION

Date: August 15, 2023

Minutes

1. Call the meeting of the Town of Islip Industrial Development Agency to order on a motion by Angie carpenter and seconded by John Cochrane. Chairwoman Angie Carpenter acknowledged that a quorum was present. Members present in addition to Chairwoman Angie carpenter were, John Cochrane, James O'Connor, Jorge Guadron and John Lorenzo.
2. To consider the adoption of a Resolution on behalf of the **Town of Islip Economic Development Corporation** to approve the minutes from May 16, 2023 on a motion by John Lorenzo and seconded by Jorge Guadron said motion was approved.
3. To consider the adoption of a **Resolution Authorizing** the **Town of Islip Economic Development Corporation** to enter into an agreement with **Sky Synergy, LLC** for marketing services. On a motion by John Cochrane and seconded Jorge Guadron said motion was approved 5-0.
4. To consider any other business to come before the Agency , there being none the meeting adjourned on a motion by James O'Connor and seconded by John Cochrane.

TOWN OF ISLIP ECONOMIC DEVELOPMENT
CORPORATION
AGENDA ITEMS
AUGUST 15, 2023

AGENDA ITEM # 2

**TYPE OF RESOLUTION: ADOPTION OF A RESOLUTION
TO APPROVE THE MINUTES FROM MAY 16, 2023**



MEETING OF THE TOWN OF ISLIP

ECONOMIC DEVELOPMENT CORPORATION

Date May 16, 2023

Minutes

1. Call the meeting of the Town of Islip Economic Development Corporation to order. On a motion by James O'Connor and seconded by Jorge Guadron, Chairwoman Angie Carpenter acknowledged that the motion passed and quorum was present. Members present in addition to Chairwoman Angie Carpenter were, John Cochrane, James O'Connor, Jorge Guadron and John Lorenzo.
2. To consider the adoption of a Resolution on behalf of the **Town of Islip Economic Development Corporation** to approve the minutes from January 24, 2023. On a motion by James O'Connor and seconded by Jorge Guadron said motion was approved.
3. To consider the adoption of a **Resolution Authorizing** the **Town of Islip Economic Development Corporation** to accept New York State Economic Development Administration (EDA) Tourism Partner Grant funding. On a motion by John Cochrane and seconded by Jorge Guadron said motion was approved 5-0.
4. To consider any other business to come before the Agency, there being none the meeting adjourned on a motion by James O'Connor and seconded by Jorge Guadron.

TOWN OF ISLIP ECONOMIC DEVELOPMENT
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AGENDA ITEM # 3

**TYPE OF RESOLUTION: RESOLUTION AUTHORIZING
WITH SKY SYNERGY.**

August 15, 2023
Resolution No.

WHEREAS, on April 18, 2023, the Town of Islip Economic Development Corporation (“EDC”) received an award letter from the New York State EDA Tourism Partner Sub-Award Grant Program notifying it that it had been recommended for an award up to \$400,000; and

WHEREAS, the EDC is desirous of using the grant funds from the New York State EDA to hire a consultant for marketing at Long Island MacArthur Airport to help strengthen the Airport’s existing Air Service Development Program by assisting in incumbent airline retention, incumbent airline expansion, and the recruitment of new air carriers; and

WHEREAS, in May 2023 a Request for Qualifications (“RFQ”) was issued by the EDC seeking qualifications for a “Consultant for an Integrated Marketing and Promotion Campaign at Long Island MacArthur Airport”; and

WHEREAS, there were four (4) responses upon opening the RFQ, which has been reviewed by the RFQ Committee (Score Sheet for Responses attached hereto); and

WHEREAS, upon review of the Statement of Qualifications, the RFQ Committee has determined that Sky Synergy, LLC is the consultant most qualified to perform the desired task and hereby recommends that the Town Board approve this resolution.

NOW, THEREFORE, upon a motion by John Cochrane,
seconded by George Quadron, be it

RESOLVED, that the Chairwoman is hereby authorized to execute an Agreement with Sky Synergy, LLC, 8150 Bay Drive, Foley, AL 36535, for an approximate expense of \$480,000, in which \$400,000 will be funded by the grant funds from the New York State EDA, and the additional \$80,000 will be locally matched by the Long Island MacArthur Airport. The Agreement will be for a term of two (2) years, and shall be subject to the approval of the Islip Town Attorney; and be it further

RESOLVED, that the Comptroller is hereby authorized to make any and all budgetary adjustments necessary to effectuate this resolution.

Upon a vote being taken, the result was: Approved 5-0

Integrated Marketing and Promotion Campaign RFQ Final Scores

Rank	Company Name	Total
1	Sky Synergy, LLC	318
2	Madden	282
3	Affirm	260
4	True North	206