

ALEXANDER (SANDY) MATHES, JR.

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A dedicated and hard working professional with highly-developed ability in the areas of economic and community development, governmental advocacy, communications and relationship-driven business development.

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| ▪ Direct Experience With: | ▪ Unique Skill Set Includes: |
| Strategic planning | Economic development negotiations |
| Business park development & site selection | Engaging communication skills |
| Incentive analysis & deal-structuring | Media & publicity strategies |
| Governmental & regulatory process | Program & workforce development |
| Public relations & branding | Grassroots network development with focused agendas |
| Organizational Management | Visioning followed by implementation |

PROFESSIONAL EXPERIENCE

PRESIDENT

July 2000 - present

Mathes Public Affairs - New York State and Western Massachusetts

- Full-time, multi-faceted public relations business focused on private sector and community economic development with overall vision of creating jobs and driving private investment
- Key areas of consulting include economic development management, strategic business park development and approvals, incentives/deal structuring, business development, communication, public relations, marketing and overall relationship building and connection to identified markets
- Coordination of strategic goal development and implementation of action plans utilizing innovative marketing to drive success by meeting desired deliverables. Create the vision and make the deal happen!
- Statewide/regional participation on attraction/marketing to international business community
- Educate community leaders/business in developing plans to advance growth and community consensus building through visioning and progressive planning
- Clients include county ED agencies, construction and engineering companies, developers, and financial institutions

SENIOR VICE-PRESIDENT, COMMERCIAL DIVISION

March 2012 - January 2014

United Group - Northeast/Troy, New York

- Business development through identification and qualification of opportunities within a criteria that aligns with corporate structure and mission
- Develop strategic approaches by business sector to build virtual relationships, direct market to targeted companies and identify immediate or created project opportunities
- Research and determine the viability of the business opportunity and make recommendation to Corporate as to priority level, and going-forward action
- Upon project selection to proceed, develop project plan, define each component necessary to complete the project, action plan each component, and identify required team members with skill sets, duties and responsibilities. Manage/coordinate identified projects to completion. Coordinate sale and packaging of related financials of valued properties to NYS entity

DEPUTY CLERK/FINANCE - Part-Time/Limited Term

March 2012 - December 2012

Ulster County Legislature - Kingston, New York

- Advisory position on topics of county budgeting and economic development serving the Legislature's leaders and the full Legislature
- Reviewed/analyzed Ulster County budget, spending and revenue. Created and distributed relevant information, while supervising Budget Analyst position
- Developed/recommended/reviewed economic and community development strategies, plans and initiatives
- Attended necessary committee, business and community meetings while representing the Chairman of the Legislature

EXECUTIVE DIRECTOR

Greene County Industrial Agency - Coxsackie, New York

May 2002 - June 2011

- Established and managed Greene IDA's first full-time office and coordinated county economic development vision, strategy and overall implementation
- Established two new greenfield business parks and other development locations, shepherding sites through extensive regulatory permitting and community approval process
- Strategized and coordinated response to proposed closing of Glaxo Smith Kline facility in Greene County. Secured rate reversal of company decision, resulting in saved jobs, creation of new employment opportunities and designation of Center of Excellence For Consumer Products Manufacturing including over \$100 million of capital investment
- Created/saved/relocated over 1,100 jobs and drove private/public investment of over \$141 million
- Understood the complex governmental process and access points resulting in over \$6.6 million in federal and state grants being secured for project implementation
- Served as regional county representative with significant organizations such as NYS Economic Development Council (currently serving on the Board of Directors), Center for Economic Growth, Hudson Valley Economic Development Corporation, and Empire State Development - also with federal, state and local political leaders
- Improved/established presence as regional economic force, with technology/web, workforce development/education and training, innovative marketing concepts, historical re-use concepts, and progressive community environmental standards

PUBLIC INFORMATION SPECIALIST

New York State Unified Court System - Albany, New York

October 1998 - May 2002

- Multi-faceted position involving the development of outreach and education strategies, promotional materials, tools and delivery strategies
- Acted as liaison with community organizations, professional associations, government and schools
- Developed diverse Community Outreach and Education Initiative with targeted website
- Interacted with and built partnerships with employees at different levels of court structure, educators, and community groups

EXECUTIVE ASSISTANT

New York State Legislature - Albany, New York

March 1983 - September 1998

Office of Senator Charles D. Cook, New York State Senate

- Dedicated and trusted top-aide to well respected, Majority State Senator. Responsible for wide array of responsibilities and assignments
- Represented Senator at many levels including large, challenging assembly of constituents. Solved and responded to constituent problems and direct inquiries from the media and state and federal governmental entities
- Developed press releases, newsletters and issue summaries, cultivated news and editorial opportunities, and coordinated the development of important legislation and budget priorities

ELECTED GOVERNMENTAL POSITIONS

Greene County Legislature - Catskill, New York

January 1995 - December 2003

Thirteen-member elected governmental body

- Majority Leader serving on all committees and Chair of Economic Development Task Force
- Advised Chairman and County Administrator in partnership on general issues and public presentations regarding actions of the Legislature, budgeting strategies and related departments

Coxsackie Town Board - Coxsackie, New York

January 1990 - December 1993

Five-member elected governmental body

- Active Board Member with track record of progressive leadership, sound budgeting resulting in debt-free operations and dedicated capital funds

SMALL BUSINESS PART-OWNER AND OPERATOR

Reed's Landing Restaurant - Coxsackie, New York

May 1994 - December 1999

- Developed and implemented business plan to initiate operations
- Coordinated marketing, advertising, promotional strategies and HR function
- Managed numerous regulatory and business issues/challenges related to doing business in NYS

EDUCATION AND TRAINING

Bachelor of Arts, Major: Political Science. Minor: History. State University of New York at Oswego
Economic Development Training, Continuing Education, Certification Classes and Seminars include the following sampling:

- Real Estate Development and Reuse
- Technology-Led Economic Development
- Entrepreneurial and Small Business Development Strategies
- Site Selection and Acquisition
- Economic Development Marketing and Attraction
- Numerous IEDC, NEDA, NYSEDC Conferences and IDA Section Seminars

ACCOMPLISHMENTS AND RECOGNITION

Paul Harris Fellowship Award
United Way Recognition Award
Columbia-Greene United Way
Coxsackie Chamber "Thinking Out of the Box" Award
Toughest County Ethics Law in New York State
County Highway Department Modernization

NYS Preservation League Award
Statewide Legislation benefiting special-needs children
Greene Chamber of Commerce Business of the Year
Leadership with YMCA project
Community College Expansion/Modernization

PAST AND CURRENT AFFILIATIONS

IEDC
CoreNet
Center for Economic Growth
Catskill Elks #1341
Greene County Chamber of Commerce
Hudson Valley EDC Chairman

NEDA
NYS Business Council
Coxsackie-Athens Rotary Club
Numerous Youth Sports Organizations
NYSEDC Board of Directors
IAMC

REFERENCES

Hugh Quigley, Past Vice-Chairman
Greene County IDA
518-424-1586

Tony Brongo, Past CEO
Service Liquors & Empire Merchants North
368-562-7930

Joe Wildermuth, General Manager
Peckham Materials
518-821-0560

Brian Hannafin, Past CEG Vice-President
Business Development, Consultant
518-596-6138

REFERENCES (cont.)

Gary Homonai, Business Development
MW Group
704-737-9973

Brian McMahon, Executive Director
NYS Economic Development Council
518-426-4058

David Rooney, Past CEG Vice-President
Economic Development Consultant
413-212-8840

Steve Hyde, President & CEO
Genesee County EDC
585-409-8853

Robert Hanft, Past Chairman
Otsego Now
201-638-5395

Elizabeth Horvath, CEO
Otsego Now
607-435-0626

John Brust, Principle
Delaware Engineering
518-852-0004

Mark Westcott
Westcott Marketing
518-894-6811

Maureen Hallahan, CEO
Orange County Partnership
845-283-4262

Jeff Lovell, Managing Director
Park Strategies, LLC
518-894-9533

Alexander Betke, Jr., Esq., Town Supervisor
Town of Coxsackie/Jackson Lewis Lobbyist
518-265-7842

Frank Stabile, Jr., Past Chairman
Greene County Legislature
518-678-5652

James Seward, New York State Senator
Duncan Davie, Chief of Staff
518-455-3131

Mayor Gary Herzig
City of Oneonta
607-435-1026

Mayor Jeff Katz
Village of Cooperstown
607-434-5542

Dr. Margaret Drugovich, President
Hartwick College
607-431-4990

James Becker, Principle
Mid-Tel
518-210-1122

Marc Baez, CEO
Sullivan County Partnership
845-796-6793