

## MINUTES

### **DUTCHESS COUNTY ECONOMIC DEVELOPMENT CORPORATION BUSINESS SERVICES COMMITTEE MEETING**

Thursday, April 2, 2009, 8:00 a.m.  
DCEDC, 3 Neptune Road, Poughkeepsie, NY 12601

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**Present:** P. Calogerakis, R. Akeley, J. DeMarco, E. Griffin, R. Higgins, L. Holfelder, K. Libolt, T. McQuade, S. Wesley (for J. Pennoyer), M. Tomkovitch  
**Absent:** J. Bonura, Dr. D. Conklin, A. DeDominicis, J.C. Fouere, T. Petrillo, D. Ping, R. Savage, and J. Tockarszewsky,  
**Staff:** J. MacEnroe, C. Maloney, & M. Byers

#### **Chairman's Welcome**

Paul Calogerakis called the regular meeting of the Dutchess County Economic Development Corporation Business Services Committee to order at 8:05 a.m.

#### **Introduction**

Melanie Byers was introduced as the new Business Development Assistant of DCEDC.

#### **Economic Stimulus Package**

P. Calogerakis opened the meeting by stating that C. Maloney represented DCEDC by attending the Town Hall Forum in Albany on the Stimulus Package, and as a result of that meeting, a PowerPoint presentation was distributed to all on the committee for review. It was stated by P. Calogerakis and C. Maloney that the information is broad, and we need to focus on specific information for our constituents in Dutchess County, as it relates to our business community. A lengthy discussion ensued regarding how the stimulus money should be utilized:

- M. Tomkovitch asked how do we get a piece of the pie? There is a ton of money available, and we need to grab it now.
- T. McQuade noted that one of the chambers had advertised an event that he thought was in Burlington, VT, that had a 700 person attendance. If we hosted a seminar like this, would we use this topic as the draw? Is the topic itself the draw or is the piece of the pie the draw?
- R. Higgins stated that at a similar County presentation, the event was sparsely attended.
- J. MacEnroe noted that there is a lot of money in energy (renewables) and clean water, and that we should focus on getting that piece.
- P. Calogerakis then brought up the question of who would be a good presenter; should it be a notable person, or a skilled state representative? It was generally concurred that it would be better to have someone who is skilled and knowledgeable about the whole package, possibly a NYSERDA representative, who would speak on the energy benefits and tie into the DCEDC's green revolving loan fund.
- J. MacEnroe posed the question of what does the stimulus money do competitively for business attraction? Is it competitive in energy?
- P. Calogerakis noted that accessibility is the key – get the money and get it out fast.
- R. Higgins noted that the money will be administered through the County, except NYSERDA moneys.
- C. Maloney to contact Pat Courtney Strong or Bob Calendar to give a presentation.
- It was noted by P. Calogerakis that there should be no overlapping or partnering with area chambers of commerce for a potential event, as it was not a success the last time it was done for a joint event. C. Maloney to inquire about any possible conflicts with area chambers on this topic before setting a date.
- Also check the GET Entrepreneurial Expo at the end of April for possible presentation venue.
- Because time is of the essence, C. Maloney given liberty to go ahead and make this happen.

- C. Maloney will connect with J. MacEnroe and P. Calogerakis to confirm date. **Goal is to have a date, location, speakers, and program set before our next meeting.**

### **Healthcare Seminar**

- C. Maloney reported that to date, we have three of the four speakers confirmed.
- We do not have a speaker representing NYS and someone has to be there to represent this position.
- C. Maloney has been touching base with the speakers on a regular basis, and feels that Ken Adams is solid. She is in touch with others to keep comfort level.
- E.Griffin suggested possibly publicizing event in a press release to keep speaker's commitment.
- T. McQuade suggested not pressing them too hard on topics of discussion, since we have already confirmed their attendance. It may be a deterrent for them.
- P. Calogerakis suggested a contingency plan in case someone does back out. However, he then suggested that by C. Maloney reaching out to each speaker and letting them know we look forward to them being here, etc., that is probably a better approach vs. trying to get back-up speakers.
- C. Maloney to continue to reach out to speakers. The focus of the seminar will be healthcare issues and the impact on the business community. A moderator needs to be chosen.

### **DCAN**

- C. Maloney reported that she has not reached out to Tech Valley. A new project is reaching out to them from Orange County Angels and has helped refine their business plan, and they are committed to keeping the jobs in Dutchess County. DCEDC will remain the conduit and maintain the contacts with these startups.
- P. Calogerakis asked the question of how this new business could be promoted if Orange County funds them, and J. MacEnroe said that it would be something like "A Hudson Valley Angel group funded the Dutchess County Group."

### **Business Plan Competition**

- Deadline is today, April 2. Marist College students are working with us, as is CIA and DCC, with one submission from both CIA and DCC so far. The event will be held on Thursday, April 23, most likely on the DCC campus. C. Maloney is in the process of confirming the location.
- As a follow up, M. Tomkovitch reported that Rochester is doing a large business plan competition that involves serious, partially started businesses that is funded by private corporations, chambers, governor's office, etc. The prizes are large at \$50,000 for first place and \$10,000 for second place – could DCEDC possibly expand our program as such? J. MacEnroe said that these competitions are successful in Albany and Rochester.
- C. Maloney reported that we have provided good press on previous winners, and will continue to do so.

### **Company Updates**

- C. Maloney reported that she has been working with two manufacturing companies in Dutchess County – one is Metroking, which makes hybrid taxi cabs that are wheel-chair accessible and store luggage – looking to break into NYS cab market
- Vantage Manufacturing – looking to connect to area colleges for research to refine their product and create new jobs.
- J. MacEnroe reported that he has been working with NicheModern at Tallix in Beacon, which is a high-end artesian lighting manufacturer. Niche indicated they could bring a tile and cabinet maker to the Beacon location. Also, news broke early today in the Poughkeepsie Journal regarding the deal with SpectraWatt in East Fishkill that will bring 135-150 new jobs to Dutchess County.
- M. Tomkovitch noted that Prism Solar purchased the Plasmaco building in Highland.

**The Next Meeting** will be held on May 14, 2009 at 7:45 a.m.

Meeting was adjourned at 8:45 a.m.

