

## MINUTES

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

Thursday, 11/04/2010 7:45 a.m.  
DCEDC, 3 Neptune Road, Poughkeepsie, NY 12601

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**Present:** T. McQuade, C. Huebner Caridi, P. Flaherty, J.C. Fouéré, M. Sweeney (for D. Ping), K. Salomon, R. Savage, S. Wesley (for J. Pennoyer),

**Absent:** J. Bonura Jr., A. Campagiorni, Dr. D. Conklin, L. Holfelder, K. Libolt, J. Lepore, D. Tooker, M. Tomkovitch,

**Staff:** J. MacEnroe, C. Maloney, S. Obermaier

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

Tom McQuade called the regular meeting of the Dutchess County Economic Development Corporation Business Services Committee to order at 7:50 a.m.

- Tom McQuade opened the meeting and announced that the staff has been busy since the last meeting in September

#### **Events**

##### **Follow up – NYS Economic Development Toolbox**

- Cathy stated that the event was a success
- Marc Molinaro, Steve Saland and Rob Rolison were all involved and pleased with the outcome
- Event was held on October 19, 2010 at the county's legislative chamber with about 30 to 40 people in attendance
- Topics and Presenters included:
  - Green Revolving Loan Fund
  - NYS incentives
  - Sarah Charlop Powers from NYSERDA and Mid Hudson Energy Smart communities
  - Michael Spector of Central Hudson, lighting rebate program
  - Representative from ERS
  - Larry Kalish from SATOP
- Especially SATOP received positive attention from the audience; they offer 40 hours of engineering services for technical problems to small businesses
- Also positive was that after the event numerous participants were involved with one-on-one discussions with local businesses to give more personalized advice and set up appointments for follow up

##### **Upcoming – Bidding Opportunities**

- Staff is working on getting the information regarding bidding opportunities on the new EDC website
- New content will be available in a soft opening, where select businesses get access to try it out so we can work out potential errors
- Kick-off event is then scheduled for December 14, 2010
- Central Hudson has generously agreed to let us use their conference space

- Speakers will include:
  - Don Miller with Dutchess County procurement and one of the developers of the HVMPG
  - SBDC
  - Possibly PTAC
- The event is scheduled from 9:00 am to 11:30 am and we are hoping for about 50 attendees
- Staff is still working on sponsorship and considering a minimal attendance charge of \$10.00
- Ms. Salomon suggested to also include the Port Authority who is doing business at Stewart's Airport; Cathy replied that we would like to keep them in mind for a later date and initially focus on the HVMPG since that is the content that will be on the website

### **Updates:**

#### **IDA/LDC**

- The IDA has been in business for 26 years and the LDC came into being in 2010 to provide bonding for non-profit organizations after that authority was taken away from IDAs through a lapse in legislation
- Between the IDA and LDC there are currently 9 applications; these projects total \$176 million in investment:
  - Health Quest \$66 million
  - Mechtronics \$ 7 million
  - Adams Fairacre Farms \$17 million
  - Neptune Capital Investors \$18 million
  - Hudson Baylor \$17 million
  - Anderson School \$16 million
  - CHF-CIA \$30 million
  - Poughkeepsie Day School \$3.25 million refinancing
- More projects are already in the pipeline
- It is noteworthy that there haven't been any projects for the last two years, and now there are nine in total which allows a cautiously optimistic outlook for the future

#### **Angel Fund**

- Angels are considering a software group
- Business plan is currently being reviewed by Marist
- On another note, the angels are no longer considering Hip4Kids or LitGreen

#### **Focus of meeting: webinars**

- EDC will offer a series of webinars in the first and second quarter of 2011
- The advantage of webinars especially at that time of year, is that weather conditions do not lead to cancellations
- Hold 4-5 webinars followed by a live event to foster face-to-face networking
- EDC will find speakers to various topics and hold the webinars initially as PowerPoint presentations with voice; also plan to record the webinars to make them available on our website for future reference
- Goal is to produce very captive first few webinars to catch a lot of attention; will send out a survey to businesses with various topic suggestions to see which will garner most interest; also open it up to suggest more topics
- Potential topics include:
  - How to survive in NYS
  - Selling outside your local area
  - Bonding for RFPs, subcontracting options in the RFP process

- Doing business in changing environment or challenging times

**Next steps:**

- Staff will send out a survey to businesses on EDC's email list to ask for input to topics
- Decide on a format/process
- React quickly to keep the next webinars in context with what is happening now
- Once first few topics are set, look for presenters

Since there was no other business to discuss, the meeting adjourned at 8:30 am

**The Next Meeting** will be held on Thursday, January 6, 2011 at 7:45 a.m.