

MINUTES

DUTCHESS COUNTY ECONOMIC DEVELOPMENT CORPORATION BUSINESS SERVICES COMMITTEE MEETING

Thursday, 09/02/2010 7:45 a.m.
DCEDC, 3 Neptune Road, Poughkeepsie, NY 12601

Present: T. McQuade, C. Huebner Caridi, P. Flaherty, L. Holfelder, J. Lepore, D. Ping, M. Sweeney, K. Salomon, R. Savage, M. Tomkovitch,

Absent: J. Bonura Jr., A. Campagiorni, Dr. D. Conklin, J.C. Fouéré, K. Libolt, D. Tooker, S. Wesley (for J. Pennoyer)

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

Chairman's Welcome

Tom McQuade called the regular meeting of the Dutchess County Economic Development Corporation Business Services Committee to order at 7:45 a.m.

- Tom McQuade opened the meeting and announced that there was much progress made over the summer, especially by DCEDC's summer intern Sandy Davis. Sandy was primarily working on researching procurement and bidding opportunities available to local businesses and also researched options for webinars.

Focus of meeting: RFP opportunities

- Cathy stated that Sandy has concluded her research and that the results are ready to go onto the website
- DCEDC's website is undergoing more changes; once the new framework is in place, bid opportunities will be added to the site and updated regularly
- A kick-off event will be held with Don Miller from the HVMPG and possibly PTAC, details TBD

Updates:

Angel Fund

- Two new business plans have been presented to the Angels
- However one of them withdrew since the founders believe that the current climate for the business is too competitive
- The other business plan is being reviewed by Marist but there's no reply from the Angels yet

Update from John MacEnroe

- John met recently with a company that is interested in doing solar installer training for wounded troops from WestPoint
- Student loans will be available at favorable rates
- Company plans to collaborate with HVTDC
- Timeframe is the end of September 2010 to start a three month pilot program
- Gordon Rutherford is working to find a location; Stewarts airport is an alternative

Events

Live vs. webinar

- As discussed in previous meetings, EDC is considering to move into offering web-based seminars along with live events
- Sandy has done some research on possible software programs and the cost is between \$20 and \$40 a month; programs have different features, but to know what would work best we first need to have a clear picture of what we are trying to accomplish
- A series of webinars that are interrelated could be leading up to a final live event
- Content should be directed by users to get maximum attendance and buy-in but also to truly provide a service to the business community that is perceived as valuable and to clarify their needs; this could be done with a poll through DCEDC's email list
- Webinar content can be recorded and later made available to EDC's website for future reference
- Christy Caridi pointed out that senior marketing students at Marist might be willing to partner with EDC; they are receiving the latest and most recent cutting edge education on marketing and might be helpful to businesses to understand how to approach marketing in today's ever changing business climate; the generational gap has to be kept in mind for this, so that explanations are given in a way that 'traditional' marketers/business people can understand and relate to

Next steps:

- Staff will send out a survey to members of the committee to ask for suggestions for topics and questions to ask in the poll to businesses
- Follow up with Marist students
- Decide on a format
- Also, at the seminars/webinars, give participants an opportunity to provide feedback and ask for other topics of interest

Molinaro/ NYS toolbox

- Mark Molinaro asked EDC to host an event about New York State tools available to businesses
- At the same time EDC had been planning an event to highlight several organizations that approached Cathy in the past and expressed interest in working with EDC and businesses in Dutchess County (SATOP, ERS)
- The two events seem complimentary, so the thought is to combine them in order to have one "content-rich" event that will hopefully be well attended
- Possible topics and presenters are:
 - Susan Jaffe – NYS
 - Representative from NYSERDA
 - Ed Reinfurt from NYSTAR
 - Representative from ERS
 - Representative from SATOP

Next steps:

- Reach out to possible presenters
- Set date and location

Other topics:

- Cathy was approached recently by two businesses interested in selling overseas
 - Many business in DC are successful at exporting their goods
 - Possibly include this as a topic for one of the webinars
- Joe Lepore told the group that hiring is becoming increasingly difficult for his company;
 - challenges he is facing include applicants with poor work ethics/attitudes, lack of commitment to work; many lack basic skills and can't pass drug tests; unemployment

payments 'compete' with regular wages so that workers might rather stay home if their perceived added value is merely a couple of dollars more per hour

- Other committee members confirmed that it is hard to find motivated, skilled and reliable employees
- Maybe a dialogue could be started regarding labor issues
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- **IDA update:** Mechtronics deal will close soon; applications have been received for Adams and Healthquest
- **LDC update:** applications from Anderson Center for Autism and Healthquest;
- IDA and LDC projects combined will bring \$100 million in new construction into the county in 2011

The meeting adjourned at 8:45 am

The Next Meeting will be held on Thursday, November 4, 2010 at 7:45 a.m.