

MINUTES

DUTCHESS COUNTY ECONOMIC DEVELOPMENT CORPORATION BOARD OF DIRECTORS MEETING

Thursday, July 29, 2010, 7:45 a.m.

Held at:

NYS Office of Parks, Recreation and Historic Preservation
Taconic Regional Headquarters/Mills-Norrie Park Office
Margaret Lewis Norrie State Park
9 Old Post Road
Staatsburg, NY 12580

Present: M. Arnoff, P. Calogerakis, A. Campagiorni, D. Conklin, K. Durham, P. Flaherty, R. Grems, M. Kastner, E. Kellogg, J. Lepore, J. MacEnroe, M. McCormack, T. McQuade, B. Morgan, W. Nussbickel, J. Page, D. Ping, A. Reynolds, K. Salomon, R. Savage, K. Schibanoff, B. Seaman Brown, W. Steinhaus, M. Tomkovich

Absent: J. Bonura, Jr., C. Caridi, E. Eismeier, M. Graham, K. Hansen, M. Madden, D. McGrath, C. O'Mara, R. Rolison, B. Rothfeld

Also: C. Wolf (Poughkeepsie Journal), J. McLaughlin (Taconic Regional Headquarters), N. Giordano (DC Exec's Office), M. Ellison (DC Legislature), V. Cozzolino (TSEC), P. Klein (TSEC). DCEDC Staff: P. Balga, S. Davis (intern), J. Haylett, L. Higginson, D. Hopper, T. Kelly, N. Lutz, C. Maloney, S. Obermaier, M. Vrba

Welcome and Opening Remarks – Paul Calogerakis

Paul Calogerakis, Chair, called the second quarterly meeting for 2010 of the Dutchess County Economic Development Corporation Board of Directors to order at 8:00 a.m.

Paul introduced today's host Jayne McLaughlin, Executive Director of Taconic Regional Headquarters and thanked her for her hospitality. Jayne welcomed us and gave a brief history of the headquarters that has been at this location since January 2010. The building is an adapted reuse of the Staatsburg School and is geo-thermal. She went on to say the auditorium holds 300 people and many upcoming events are planned there for the community. The Taconic Regional Headquarters is one of 11 park regions in New York State. Jayne offered the group a tour of the building upon completion of the meeting.

President's Report – John MacEnroe

The President's Report was previously emailed. John highlighted the following:

- It has been a busy spring and a couple of projects are beginning to be brought to conclusion. Project Owl is moving towards final lease negotiations and there are several IDA/LDC financing projects that look like they may also be completed in the coming weeks.
- The Poughkeepsie/Dutchess Empire Zone remains operational despite the sun setting of the program.
- As of this writing, the state budget remains unresolved.
- Attraction/Retention:
 - Cricket Valley Energy is moving forward;
 - Advanced Fusion Systems – lost initial round to Connecticut;
 - Skip Barber Racing – moving non-headquarters operation to Georgia;
 - Hyatt Place at the CIA is moving forward;
 - National Guard at Green Haven, and Knolls at Dover continue progressing;

- Adams Fairacre Farms broke ground in Wappingers;
- The IDA is working on three active projects and activity with the LDC is picking up.
- Tourism:
 - DCT kicked off its 2010 advertising/marketing campaign with a new logo in May;
 - Dutchess County Fairgrounds was highlighted on the Good Morning America show (WABC);
 - Dutchess County is receiving heavy press on the upcoming Clinton/Mezvinsky nuptials;
 - DCT received a \$35,000 grant from the USDA for transportation to continue its Farm Fresh Program with Metro North.
- Assemblyman Brodsky is continuing the exploration of the Public Authority in New York State and is investigating incentive compensation plans/bonuses in economic development organizations across the state.

Committee Reports

Governance Committee – Paul Calogerakis

A motion to approve the minutes from the April 29, 2010 Board Meeting as presented was made by Mike Tomkovitch, duly seconded by Wayne Nussbickel, and unanimously accepted.

Paul thanked Betsy Seaman Brown for her help with EDC's events and noted the 2010 Annual EDC Breakfast was very successful even though attendance had dropped off. He asked for comments on how to make future improvements. It was suggested to bump up the draw, EDC have a corporate sponsorship to hire a keynote speaker with notoriety. It was also suggested outreach via phone calls be conducted to increase attendance. More EDC Board member and staff participation in this area would be greatly appreciated.

Business Services Committee – Tom McQuade

- The BSC marketing event "Everybody Sells" held in June was very successful.
- There is a tremendous amount of new energy on the committee.
- Sandy Davis, an EDC summer intern, is working on an RFP project with Cathy Maloney.
- There are some very good Angel group possibilities; two successful and mature projects are doing well.
- The Revolving Loan Fund is being promoted and creating economic activity.
- Beacon artisans are formulating an alliance.

Economic Community Affairs Committee – John MacEnroe for Barry Rothfeld

- October Board Meeting: Jason Page will host the October 28, 2010 quarterly board meeting at the Poughkeepsie Journal facility recently purchased and renovated by Page Park Associates. A suggested speaker is the Mayor of Poughkeepsie, John Tkazyik.
- Continuing outreach to other chambers.
- Working with IBM on smarter planet initiative.
- Working with CH Energy on economic development initiative.
- Business Excellence Awards – November 4, 2010 at The Grandview:
 - BEA Committee meeting scheduled for August 2, 2010 to brainstorm, review nominations received and make decisions.
 - Platinum Sponsor: Betsy Seaman Brown announced that Health Quest has agreed to be the Platinum Sponsor of the event. Thanks were expressed to EDC Board member, David Ping and Health Quest President and CEO, Dr. Daniel Aronzon.

Operational Oversight Committee – John MacEnroe for Mike Graham

- The committee reviewed the internal audit. There were no real issues.

Tourism Committee – John MacEnroe for Steven Evans

- Steven Evans is leaving the area and has resigned from the EDC Board. He is taking a new position in Texas. Someone from Dia:Beacon will be nominated to replace him on the Board in the near future.
- Dutchess County Tourism is doing well; numbers are up from last year.
- Revenue from New York State looks good for next year.
- The Walkway Over The Hudson (WOTH) is progressing well; Amtrak getaways, mapping, and additional signage being planned.

Financial Report – John MacEnroe for Michael H. Graham

John presented the second quarter 2010 financial report.

A motion to approve the report as presented was made by Bob Savage, duly seconded by Betsy Seaman Brown, and unanimously accepted.

New Business/Comments

Poughkeepsie/Dutchess Empire Zone Recap: Dr. D. David Conklin

Dr. Conklin presented the history of the Poughkeepsie/Dutchess Empire Zone (PDEZ) which has been in business for the past 16 years. He remarked on the following:

- The Empire Zone program has sunsetted and will be replaced by the Excelsior Program which will be managed by New York State – not locally by our PDEZ Zone Advisory Board. There will be no EDC staff support to help the Excelsior Program. \$29,000 that was provided to EDC for the support of the Empire Zone program will no longer be made available. EDC's Empire Zone Coordinator will remain on staff for two more months. It was noted the Empire Zone program will be a huge loss to Dutchess County and New York State.
- During the past 16 years, 535 businesses have been certified, with 17,000 FTEs, and \$6.45 Billion in private investment.
- The PDEZ has been ranked number 1 out of 76 zones in New York State.

Dutchess County Executive William R. Steinhaus:

- County Executive Bill Steinhaus expressed his appreciation to Jayne McLaughlin and the Taconic Regional Headquarters support for hosting today's EDC Board Meeting.
- Bill was one of two individuals who authorized original legislation for the formation of the Poughkeepsie/Dutchess Empire Zone and selected the President of Dutchess Community College, Dr. D. David Conklin as PDEZ's Zone Advisory Board's Chairman. Dr. Conklin has been the ZAB's Chairman for the entire 16 years it has been in existence. The County Executive thanked the entire Empire Zone team for their work and dedication to this program.
- Bill also thanked Mike Tomkovitch for his work as Chair of the Dutchess County Industrial Development Agency and the newly formed Dutchess County Local Development Corporation. He also expressed his appreciation to community partners Dave Ping of Health Quest and Bob Savage of Saint Francis Hospital.
- The following projects were highlighted by the County Executive:
 - Hudson Baylor – new recycling project in Beacon
 - Dover Knolls
 - Dutchess County Water/Wastewater Authoring working on infrastructure for new projects
 - Dutchess Rail Trail expansion

- Dutchess Stadium/Renegades
- Quiet Cove Park closed for improvements – to reopen soon
- The newly renovated Poughkeepsie Journal Building – Darren and Jason Page
- Bill commented on the financial challenges in today's economy and noted Dutchess County is doing okay but a "new normal" is fast approaching.

Special Presentation:

TSEC' Opportunities and Alternative Energy

Vincent Cozzolino, Founder and CEO of The Solar Energy Consortium (TSEC) gave today's special presentation: Highlights follow:

- TSEC has been in business for three years.
- Mission: To expedite the adoption of solar energy in the United States and create a solar R&D and manufacturing cluster in New York State, TSEC brings together industry, academic, and economic development partners to find solutions to the technical, economic, and marketing challenges facing the growing solar industry.
- Vision: Job creation; partner with available energy sources and organizations such as DCEDC and CH Energy.
- TSEC helps (through grants) finance and support solar resources. SpectraWatt is one of its beneficiaries.
- TSEC solar innovation, research and development.
- TSEC enables manufacturing; example: SpectraWatt.
- Comment/question: What is the main barrier to entering the solar energy field? Answer: Cost of electricity/power.

Closing Statements

EDC Chair, Paul Calogerakis thanked County Executive Bill Steinhaus for his remarks, Vincent Cozzolino for his enlightening presentation, and today's host, Jayne McLaughlin of Taconic State Parks for the use of the facility.

Adjournment

The quarterly meeting was adjourned at 9:35 a.m.

Next Meeting

The **next quarterly meeting** of the Board of Directors is scheduled for **Thursday, October 28, 2010** at 7:45 a.m. on the Poughkeepsie Journal plaza, 85 Civic Center Plaza, Poughkeepsie, NY.