

HVADC Board Meeting
September 10, 2014
Draft Minutes

Present: Todd Erling, Iyla Shornstein

On Phone: Mary Ann, Mark Doyle, Walter Garigliano, Dave Colby, Dave Church, Eric Ooms

TME began meeting reviewing the minutes and updates of financials. Minutes were approved.

Todd and Dave Colby reviewed financials discussing the cash balance and typical accounts receivable from grant reimbursements and other income sources. Mary Ann, Colby and TME updated P/L to account for actuals through out the year so far and made some adjustments for the rest of the year. Financials were reviewed and approved.

Todd moved on to provide the board with updates on current projects.

Farm to School: HVADC has submitted all final documents and Mary Ann has shared final report with board. A short professional video was created and the final report and video are up on HVADC website. The bottom-line of the project is that we successfully got Poughkeepsie City School District (PCSD) to change practices and purchasing. Kitchen staff was trained with CIA chefs to work with local and fresh seasonal product. Menu items were amended with seasonal ingredients and value added products were identified and purchase from Farm to Table Co-Packers (F2T). Students had the opportunity to visit a working farm and there was significant faculty and staff participation. The curriculum met common core standards. There are deliverables and outcomes for other districts that want to take this kind of project on. Will also share with FINYS.

MAJ: At FINYS summit in October, the video will be screened during lunch and there will be speakers from the project on various discussion panels.

MAJ offers board members print copies of final report via mail.

Mark Doyle indicated he is interested in a mailed copy of report.

TME: It was a good representation of a regional project. Product from farms in several counties ended up in the school. Red Barn Produce was one of primary distributors. 4-5 county stakeholder participation in USDA funded project.

F2T Co-Packers: There will be a press release coming out soon about the negotiated pilot program between F2T and Chartwells. 14 school regional pilot where NYS farm product and Winter Sun brand will be highlighted. Probably about 300,000 lbs of NYS farm product going out to regional schools. F2T and Hudson Valley Harvest are implementing the project where F2T is the brand and HVH is the approved distributor.

Good Food Business Accelerator: Over the summer, HVADC submitted two funding applications to support the GFBA model. Worked with Chicago to supplement their applications.

- 1) USDA local food promotion program application: new funding program out of new farm bill
- 2) SBA business accelerator

HVADC did not receive SBA grant, but Chicago location did as they are further ahead in the process. It was indicated that HVADC has a good chance for future funding rounds. USDA applications are still being reviewed—hoping to find out in October.

Hudson Valley Bounty: HVADC would like to try and get together Board Members that are interested in reviewing the exercise that Iyla and Tracy are completing which was assessing the program, looking at its strengths and why it was created. Need to evaluate how we will transition the program over the next year. Originally it was a farm to chef network but most chefs now have their connections.

So, do we now transition into educating the public? Preliminary findings are being reviewed internally. Expect to have a final report for planning in 2015. Would like to have a sub-group of board members to help move the program forward in 2015.

Doyle: This is good time to assess if the job that was set out to do has actually been done and determine what needs to be done next.

TME: HVADC has also been working with Orange, Dutchess and Sullivan Planning Departments. There is a dialogue on what the farmers and producers need to have as well as what are appropriate elements to address regionally. Cross-endorsed elements. Determining what needs to happen in the counties and how it can be supported by a common denominator. We think the Bounty program can play into this somehow.

Church: Where are we at with new board members?

TME: We are making progress. We have spoken with March and Anne has agreed to come on for 2015. Dean Casey has switched jobs and needs to see if he can still be involved through Rensselaer County. We previously voted Anne and Dean on to the board. We need to confirm March's availability, who will replace Janet.

Church: Technically we still have to vote March on.

Eric makes motion to bring on March.

Mark Doyle seconds.

Motion passed.

TME: March has expressed interest in the Bounty program. Could offer insight into 2015 transition and review.

Church: Is she coming on as an individual or for Pattern for Progress?

TME: March is checking with the leadership at Pattern. I think her being the chief strategy officer of Pattern is beneficial to HVADC and to Pattern. Janet had represented a regional approach and I think having March in as chief strategy officer would be good.

Walter: Do you want update on the Sullivan slaughterhouse? The free land from Liberty has received remediation. Opening bids are September 15th. Everything is going well for the most part. We sent out bid to purchase coolers for the RBEG but did not receive one single bid. Vendors are not bidding on government funded work due to too many challenges and complications. We got grant deadline extended and are going to try and re-bid but there is no guarantee that anyone will be willing to bid.

TME: This is difficult because there are some benchmarks and processes that are serial but are demanded by the interaction of multiple funding agencies. There are unintended consequences.

Walter: There is so much follow up from the federal government with the provider of the goods well after the goods were purchased and delivered. Years later. Will send bid to 27 vendors.

TME: The Sullivan IDA has made more progress on this project in 9 months than any other group or entity in a decade.

Walter: The IDA has fronted \$1 million. We don't think it will be easier to find an operator than to find coolers. 9 potential operators have been identified.

TME: We have been trying to facilitate a dialogue on the mobile slaughter unit. Glynwood put out a RFP to certain levels of stakeholders to put proposals together to activate the slaughter unit. We have facilitated dialogue with National Young Farmers Coalition, Hawthorne Valley and some individual red meat producers and individual processors. Ideally, if we offered it for free to someone they would operate it. Glynwood wants to transfer it to an entity that has good faith in its purpose and will assume ownership of operations.

Doyle: Is it possible that other groups might be interested?

TME: Possibly. If there is an entity or individual who wants assistance in developing the business or development side of it, HVADC will play the role of technical assistance through our Incubator program.

Will keep everyone posted on the Regional Councils. We have collected facts and statistics on the deliverables of those efforts.

Iyla and Mary Ann have pulled together a Program Update which will be developed into an appropriate report to share with funding sources and future funders. Will share with board before it goes to print.

Meeting adjourned.