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HVADC Board Meeting

June 4, 2013

Draft Minutes

Present – Dave Colby, Walter Garigliano, Todd Erling, MA

On call – Dave Church, Jim Mackerer

Todd noted the board has minutes from the last meeting. Dave Colby made a motion to accept and Walter offered a second, motion to accept minutes was passed unanimously.

Todd reviewed financials. He mentioned the auditors will be in the office week of June 10. He noted that we have a MOU with Hudson Mohawk RC&D. This will allow us to receive grants thru their 501c3 designation.

Dave asked since we have brought on Rensselaer, we will continue with contractors or will we bring on staff. Dave made a motion to approve a budget amendment to move \$30K from consultant line to staff bring additional staff on board or flexibility to use consultant line for the remainder of the year for additional support. Second by Jim and motion was approved unanimously.

Jim asked about HVB. TE explained that Kristin has been cut back to approx. ½ of her previous contract and that we are applying for grant funds through HRBT and Berkshire Taconic Fund. We also received sponsorship from Ginsberg's Foods.

RBEG and RBOG applications – TE explained we worked on a RBEG and a subsequent RBOG for distribution in Sullivan for LTL drop off and pick up. This would be collaboration with Ginsberg's Foods. We are also assisting Sullivan Co IDA with the final piece funding via an USDA application for the red meat plant in Liberty. We also worked with Battenkill Fibers for an USDA RBEG and with the Washington Co LDC for Argyle Cheese for cheese making equipment.

New World LEP – we submitted 3 grant applications - \$75K for three years for TA, \$75K for the Farm Hub project and \$25K for the cash match for the USDA Farm to School project. We expect to see payment late summer/early fall.

USDA Farm to School Project – we have had to shift administration of grant from Pattern to HVADC but monies will still flow through Pattern. Project partners include PFP, Sarah Brannen (Upstream Advisors) and CIA. TE and MA are matching farmers with the school district. Mark noted the issue will be pricing and logistics. We are looking at existing distributors to work with and the district is looking at using a geographic preference.

Hudson Valley Harvest & Farm to Table Copackers CFA – we received the final contract from Ag & Markets yesterday confirming that HVADC will be administrator of NYS CFA funds to FTC and HVH. We have been looking at how to use the funds wisely for equipment and space. We have been working with financing options for FTC working capital for the season and expenses for the NYS funding due to

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the reimbursement requirements of the NYS funding sources. FTC has grown to \$2.5M in sales and we have been working with Tech City for expansion options due to the significant growth in sales. Their funding source – Imprint Capital has required FTC to implement a board of directors. Imprint is willing to guarantee new financing but want to ensure there is support through the Board. The Board members include: Jim Hyland is CEO/President, John Gill, Jerry Cosgrove, Jacob Isrealow and Todd (fifth board member had to be agreed upon by both parties (FTC& Imprint). Facility is servicing 90 growers and is turning into critical mass for more than HV.

There was a food hub meeting convened by the NYS DAM. The Long Island and Kingston facilities are the only two that are up and running. The remaining CFA grants for food hubs are concepts or are being explored. FTC has a tremendous head start over the others. HVADC tried to position FTC as complement to these other facilities – not have these other facilities to compete. Todd has been making trips to Albany and coordinating with Ag & Markets.

Dave asked if HVADC should do some education on ag businesses applications for CFA. TE explained there is staff from the state to assist. Guidebook materials should be available June 3 or June 4 and then within a week to 10 days, the CFA application & website should be launched. By late Sept the councils need to submit priority project and plan updates. There is likely to be an early Aug deadline for applications. Governor has not announced a deadline. TE noted there are no Ag & Market funds. There are examples of previous applications that were funded, which did not get funds from NYS DAM. There is also a possibility of integrating cleaner/greener projects.

Dave Colby said the Rensselaer chamber would be a potential partner. Walter noted that Jen Mall was hired by Sullivan Co IDA to be their ag specialist. Dave thinks there is an opportunity to have support from the chambers – he is working more closely with the capital district chambers. He thinks connections to HVADC would be made pretty easy.

Walter asked Dave Church if the Sullivan Co distribution project would be a considered a catalyst for production ag in the region. Councils trying to ID priority projects to develop quality CFA applications – Dave said we need a couple of smart projects for the councils. All agreed to put the Sullivan Co/Ginsberg project in as a priority for production agriculture.

TE explained he needs to leave for meeting NYS bill sponsors in regards to farm employment bill. Mark noted through H2A min wage is dictated for both H2A and non-H2A to be \$10.91 and that time and a half would be difficult and likely not what they were envisioning.