



Board Meeting  
Draft Minutes  
6/16/17

Directors Present – Mark Doyle, March Gallagher, Walter Garigliano,

Directors on Phone – Ann Finnegan, Dave Church, Dennis Doyle

Directors Absence –Eric Ooms

Others Present - Todd Erling, MAJ

Meeting called to order at 9:05.

Minutes: March asked that future minutes should include absences for easy record keeping purposes. March moved the minutes, Mark seconded. All voted in favor. Financials: Todd reviewed financials. Walter asked to add “of the following year” for counties where we invoice at the end of the year. It was noted that Ulster 2016 payment is uncharacteristically late along with approximately \$23K for the food and beverage cluster. The board has encouraged Todd to pursue payment. Todd noted \$100K in income for conference with \$52K but noted we are awaiting final invoices from AV, supplies, printing and design.

March asked about marketing budget. March would like to see this money spent. March would like to see folks at EDC offices know more about us.

Dennis joined call. March noted the outstanding invoices and Dennis agreed to look into it.

Motion to approve financials made by Walter, second by Mark, all voted in favor.

National Farm Viability Conference Debrief:  
28 states represented various program providers. 330 attendees, 80 speakers. We had scholarships for registrations and travel to help offset costs. There is a survey out to attendees and currently 125 have completed. HVADC is working with VT program to analyze data. Survey is generally positive, conference was timely and well received. Mark noted it was well done by the staff. Ann noted HVADC and Todd is recognized both regionally and nationally. Todd noted we had hoped to deepen our rolodex but it became clear that HVADC is the equivalent of some statewide programs and we do it for less cost.

March asked if the state hoped we were NYADC. Todd explained there was one at some point but acted more like the HVEDC. Did not have many deliverables.

**HVADC**

507 Warren Street, 2<sup>nd</sup> Floor  
Hudson, NY 12534  
P: 518.432.5360  
F: 888.317.5556

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Dave asked if we would do it again. Todd said at this point no, but if no one takes it on, it may come back to us. There was a question on survey regarding whether other groups were interested in hosting and there were 10-15 yes responses.

March urged us to memorialize things learned at the conference.

Mark noted that Mark Castiglione brought planners from around the country to tour farms in Dutchess County. He noted that HVADC was in a better position to answer most questions than others present.

Strategic Plan:

The task force has reviewed and provided some feedback. The Board has been provided with a draft with some of the comments. Todd mentioned these also cross reference with other plans such as the CEDS and REDC. MA suggested it is a separate document. Mark agreed.

Dave asked if we should accept the plan, Walter offered a first, Mark a second. Discussion involved March would like to see more direct statements tied to data. She provided an example and will follow up. She was ok to pass with understanding those statements will be added. Walter encouraged the board to pass today and allow staff to make changes. All voted in favor.

Dave noted that we need to prioritize and assign names. Dave asked if we this should be done by the Taskforce moving it to the Implementation committee. Walter suggested we hire someone to do it. Noted Phil would be great. How do we set the priorities? Dave is suggesting maybe one taskforce meeting to review priorities. Mark noted there is a format for priorities and suggested individuals should look at first. It was agreed that staff will look at it first and make recommendations to the taskforce committee.

Dennis and Dave excused themselves from call.

March asked if we have sent it to Sarah yet. Todd noted we have a meeting with her next week and will deliver. March asked about future LEP funding. Todd indicated Sarah has mentioned that we are ok through 2018. Mark asked if we will have a direct relationship with Novo and the response was yes. Mark added that family foundations can change direction very quickly.

FFBA Close Out: Todd explained the program and that it was funded through the USDA LFPP grant program. The program is wrapping up and the Board was provided with one sheets on each. March suggested we send the sheets to HV Startup Fund. Todd explained that 5 of the businesses did a pitch session at the conference. Michael Hurwitz said he could have sat through 12 and he was not excited to come. Todd noted the funding will be ending and that we have submitted to EDA to do something similar. Ann commented that we did a great job pre-screening. Mark suggested that the term "matching" does not describe very well what we did. Todd explained that the term is favorable to some funding resources. March noted we there are other groups are talking about doing it. We did it and we need to emphasize that to Novo.

Walter said there is a focus on food and bev, and alcohol production has led to small hops farms that feed Catskill brewery. The hop farms need a lot of labor for 2 weeks, and then again during harvest. H2A does not allow workers to switch farms. Is there anything we can do?

Food Hub - \$300,000 need for leasehold improvements. Operator will be Farm to Table Logistics. There is an approved design. Would HVADC be willing to be a financial intermediary? Need someone to act as an intermediary because IDA would need to do prevailing wage. They do not want to give money directly to Farm to Table Logistics. Relationship would only be dispersion of money. March is ok with to establish track record of money management. Architect will sign off on improvements before payments to be made. Todd will recuse himself on the food hub board side. The Board was supportive of this new contractual arrangement.

The natural progression of HVADC could be Delaware County. CADE started these hop farms but has not effectively supported them. March asked how this work within our bylaws would. It could be a new board member.

Phil Gottwals joined the call.

Grant Opportunities:

CFA – Certified & Grown - \$500,000 per region for 5 years. \$75,000K for admin. Max of \$50K per project with 10% by farmer. Working on CFA for two regions – having discussion with GrowNYC. Not sure who will be doing it for Delaware County. Todd explained we could use JDA funds to fund the equipment for the farmer with repayment from the CFA. HVADC does not need to be the applicant. HMRCD could do Capital Region. Todd is suggesting Food Hub in Sullivan Co. Walter said food hub is ok entity if no one else. March is suggesting Farm Hub might be a good partner on this. Todd will follow up with Sarah.

Food safety – GAP – few options for small farms. Phil noted it fits within the revenue generation aspects of the strategic plan. He commented that there are fewer providers in a time where we need more given the regulations. Two opportunities for HVADC – training on the ground and acting as a clearinghouse. Phil also suggested forming groups for Group Gaps and be the certifier. Sullivan Co food hub will be a group gap. Walter noted the Sullivan Food hub is much more concerned about the market regulations are vs the government standard to deal with Montreign. They have developed their own food safety standard. Mark mentioned Ag squared has a food safety component to its management system.

GAP – how will that impact gleaning programs?

March noted the community foundations is launching an app called FeedHV. FeedHV matches food donors, volunteers and nonprofit agencies to divert food from landfills to lunch boxes in Columbia, Dutchess, Greene, Orange, Putnam, Sullivan, and Ulster counties.

Mark asked for excel version of the project list.