

**HVADC Board Meeting**  
**April 2, 2013**  
**Tech City Conference Room, Kingston NY**

**Members Present** – Dave Colby, Mark Doyle, Dennis Doyle, Jim Mackerer, Walter Garigliano, Dave Church, Janet Crawshaw and Eric Ooms.

**Staff** – Todd Erling, Mary Ann Johnson

Todd began meeting by introducing Walter as a new Board member.

**Notes from Retreat** – Notes were circulated for review. Todd encouraged Board members to review the notes from retreat when they have time and indicated no action was needed.

Todd also provided information on the associates working with HVADC for the Board's information. He also handed out the Edible Hudson Valley Local Hero Award which HVADC/HVB won.

**Regional Council Funding** – HVADC had three applications – Fiber processing, revolving loan fund and the FTC/Hudson Valley Harvest (aka HV Food Hub Phase 2). The food hub project was funded – one of 6 food hub projects in the state. Long Island and the HV project are the only 2 with brick and mortar sites. Project received \$775K and the handout provided the details of the funding. For FTC – primarily increase freezer/cooler space. For HVH, the project will assist with distribution infrastructure. Expansion at FTC is being explored to find best location for the freezer/cooler space. Maybe a challenge at Tech City – but all options are being looked into including other buildings on the campus

Dave asked if what HVADC is doing – just acting as a pass through. TE responded yes. Dave asked would we do this for anyone. TE said no – it should be looked at as a regional project vs. a project assisting a stand-alone business.

Mark believes there will be scrutiny on why public monies go to private business. TE explained that is the nature of the CFA process and those decisions are made in Albany – not by the individual councils or councils members.

Janet asked if only private business can apply and the answer is no – depends on the where the money is being allocated from. What is our role in the next round? Do we seek funding or do we wait for someone to come to us? Do we proactively seek projects? Need to wait to find out what programs are providing funding. Some of the councils are seeking concepts for applications much earlier in the process. Capital Region will be putting info out to get ideas – Mid Hudson doing similar. TE thinks the councils will refer projects to us.

Janet asked if we know of any clients who could benefit and how we assist them. Todd explained Boice is an example of a business that could benefit but they were not ready. HVADC is working with Ulster Co and Boice to get them ready for a CFA application in 2014.

TE explained if the project fits our IWW model or is a regionally important project, then we would work with them. HVADC is getting program administration money for the food hub project.

TE said the Governor told him inter-regional scoring will be added to the CFA process.

Janet said this speaks directly to our role in indentifying gaps in Ag in the HV. Janet believes we should have a list of project ideas to review and put forth. Dave suggests we should decide which ideas are viable.

Todd suggested to the Governor's office and Ag & Markets there should be a food hub summit like the yogurt and wine summits. Thinks it would be valuable to see how the food hubs could interact with each other.

Dennis HVADC is set up to offer technical assistance, is there a role for a non-profit in the food hub in owning a food hub. TE explained we are evaluating that internally. If we are looking at a long term funding strategy – should there be a role for a non-profit.

The food hub study notes there is a need for facilities that fill gaps, fits appropriately and how do they integrate. The concept of a non-profit working with the food hubs is being explored.

Walter explained Sullivan was looking a distribution process like a chuck wagon with one truck and one location for internet orders. TE explained there are existing distributors looking at less than trailer load volumes. Sullivan is in a REAP zone and Walter feels HVADC might be a better applicant than the Sullivan Co IDA.

Food Hub meetings – Apr. 16 at Millbrook at 4pm at the Carey Institute and Apr. 23 at Suny Ulster (6pm). The project is been done by the Local Economies Project not Pattern anymore.

Dennis – is there something to be learned from the dairy model? Yes but Eric explained dairy had to go to a cooperative model because milk is perishable and highly regulated.

Mark does not feel HVADC should have ownership and the farmers need to have ownership of the business. Dave Colby noted we need to explore options for funding and long term viability. TE noted we have talked about royalties, etc.

The ownership models for food hubs in existence in the past 5-10 years in fairly evenly split between individual, coop and non-profit. No clear pattern on best rate of success yet.

USDA Farm to School Project – Pattern won the award and then did not want it when Sarah left the organization. Pattern came to HVADC to see if we could take over and the USDA did not want to do that. USDA did agree that HVADC could be the prime subcontractor project. New World will be providing a \$50K match.

Dave asked if TE could find out if we could distribute the food hub report. TE agreed to ask Sarah.

Dave suggested a conference call should happen after the two food hub meetings and CFA announcements. All agreed to a call in mid May.

Walter indicated he believes Sullivan will ask HVADC for help with the chuck wagon concept. The non-profit will be the landlord just like the red meat facility.

Dave asked what counties we now serve – Sullivan, Ulster, Columbia, Dutchess, Washington, Orange and Rensselear. Three or four of which can do an Ag & Farmland protection update. This type of work would be fee for service and goes over above the county dollars we receive. Dave suggested HVADC coordinate a meeting with the counties who can do the Plan.

Dennis Doyle excused himself from the meeting.

Walter asked what HVADC needs in order to show engagement in the Sullivan Co project. The Board indicated support for the Sullivan project and that HVADC will be a co-applicant. Dave made a motion to support and Janet offered a second. TE asked for a vote and all members voted in favor.

Mark will call Dutchess County to see if he can pre-position HVADC having a role in the plan.

Financials – TE distributed year financials, proposed 2013 budget and P&L for 1<sup>st</sup> Qtr for 2013. TE explained Mohawk RC&D will be a fiscal sponsor for HVB, and other work including LEP commitment (\$75K/year for 3 years). RC&D asked that in lieu of administrative costs, the rent we would charge them for office space and administrative work would offset the fiscal sponsor role they are playing. Eric moved support for the fiscal sponsorship for RC&D, Dave Colby offered a second and the all Board members voted in favor.

Rensselear has signed on for three years starting in 2013. Washington has also signed on and we are now creating relationships like we did for the lower Hudson. Saratoga and Greene counties expressed interest in joining as well. Janet asked if we have the capacity to serve these counties using our 1099 contracts. TE said yes and we are also evaluating bringing on additional staff during the next quarter. Budget would not change dramatically because dollars would be shifted from the consultant line to an employee line.

Mark asked for an outline how we can accomplish doing what we do with expanded region and job responsibilities.

Dave suggested that each county provide a person to assist with the HVB as an on the ground collaborator. Janet, Dave offered to help and Mark will provide a name of a person who did something with local foods in Amenia.

MA will provide a first Tuesday meeting schedule for the remainder of the year.

Meeting adjourned.