



HVADC
507 Warren St – 2nd Floor
Hudson, NY 12534
518.432.5360
888.317.5556 fax
www.HVADC.org

HVADC Board Meeting
June 12, 2014
Draft Minutes

Present: Todd Erling, David Church, Walter Garigliano, David Colby, Dennis Doyle, Iyla Shornstein

On Phone: Eric Ooms

TME began the meeting with a review of 2014 financials. HVADC is on track with expenses for the 6-month mark. Some IDA contributions are beginning to roll in, but are generally more prominent in the 3rd and 4th quarter.

TME goes over audit report. It was a good performance overall with no meaningful findings other than minimal adjusted journal entries. HVADC to expect clean letter of audit.

TME introduces Iyla as new Program Assistant. Dave Church asks if any budget adjustments will need to be made. TME confirms there has been no need for any budget adjustments but may have to potentially increase the travel budget although he is not sure yet because of the concentrated trips in the first half of the year. Board members agree to play it by ear and reevaluate at future board meetings.

Review of New World Foundation Grants: technical assistance grant (for producers, related businesses and value chain projects) and the farm hub incubator (farm specific) grant. TME confirms HVADC is on track for expenditure of funds for both grants and HVADC is experiencing more interest on the farm specific side of the grant.

MA reviews active farm hub incubator projects.

TME plans to participate in strategic planning workshop for the New World Foundation in regards to the Gill Farms purchase.

TME goes over active regional grant applications and grant updates.

- CFA for Farm to Table and Hudson Valley Harvest: discovered that it is not feasible to develop a NYC node. Trying to get Ag and Markets funds re-programmed. Originally F2T wanted a 300-pallet freezer expansion but found this is also not feasible due to site limitations. Farm to Table is requesting that funding be re-directed towards processing lines and chilling equipment instead.
- 2013 LTL CFA: Walter notes that multiple sites in Sullivan County have become available and are being evaluated for the Sullivan County node of operation. Specifically a former Coca-Cola bottling plant that was not available at the time of the

application. Walter emphasizes that this is a perfect location and much less controversial than some of the other potential spots. The facility is a commercial area between car dealerships and treatment plants. It is a large enough facility for several hundred-pallet freezer storage.

- Walter explains that Sullivan County IDA would sign multi-year lease and subsequently sub-lease to Ginsberg's. It is a lease with the option to purchase, but landlord will only lease to a governmental body. The freezer capacity will make it a viable opportunity so freezer services can be expanded and enhance the project cash flow.
- USA RBEG Battenkill: TME explains that the funds are being used by HVADC to purchase necessary equipment and then lease it to Battenkill Fibers. The first piece of equipment has been purchased and is in place and currently waiting for 2nd piece to be financed by Farm Credit. The 3rd piece of equipment from the RBEG will increase capacity by 100%. Over 100 farms are expected to interact with the improved facility.
 - Dennis asked about the ownership/lease policy of the grant with regard to this processing equipment. Wanted to make sure that it is not a risk to HVADC to purchase and lease equipment. TME explains that it is an asset that can be liquidated.

MA updates board on the Farm to School project. She explains that it is in the final stages of the grant period and the team is finalizing the closing report. The positive outcomes of kale recipes and education as well as other practices can be transferred to other school districts. MA discusses outcomes of the project such as how experiential learning has increased the amount of vegetables that students are eating. A curriculum was developed that meets common core standard and has yielded tangible results.

MA reviews the project details regarding the CIA training of school food service staff and their collaboration for recipe development. Important to transition food service staff from using canned food to fresh produce. The CIA training served as a valuable team building initiative and the staff gained a sense of empowerment from learning a new skill set. Dennis added that he would be curious to see if this would transfer to urban agriculture at all.

Updates on future grants:

CFA applications due Monday, June 16th. HVADC is not submitting a stand-alone grant application but will be collaborating on several other CFA applications as a service provider and administrator.

- CIA 4 season sustainable garden: TME explains that CIA is developing a \$1.6 million garden. Expresses concern over potential for green-washing and has requested a list and engagement of Hudson Valley growers. The project has not received CFA funding but HVADC would see positive review benefits.
- Greene County CFA for Field Goods: TME goes over details of Field Goods- a local distribution company with a year round CSA model which engages many local farmers. HVADC is providing relative support through the application process. TME recognizes

they are in a county that HVADC doesn't currently serve but the surrounding county's farmers will receive benefits. The owner is a very well established businesswoman.

- Troy Farmers Market has submitted an application to run their market year-round. HVADC has primarily provided letters of support and demonstrated how they can collaborate but nothing more formal than that.
- Beginning Farmer Rancher programs: TME explains that there are several regional programs submitting an application and that all existing programs have asked if HVADC IWW model will be available and/or if HVADC would be a servicer. TME has asked for numbers to show what it would mean for HVADC financially. HVADC has decided it can support 3-5 additional farmers per year per program. Stone Barns and Cornell Ithaca are the front-runner programs and TME feels it is significant to have the Stone Barns connection.
- Local Food Promotion Program and Farmers Market Promotion Program: HVADC has collaborated on applications for Orange County, Troy Market, Field Goods and the Good Food Business Accelerator.
- USDA RBEG for Tiberio Custom Meats: TME explains that they are a potential future operator for a Sullivan County slaughter facility. The idea is for upstate slaughter services and downstate processing and cutting. Tiberio currently operates a "mini Hunt's Point" in Bushwick, Brooklyn. Joe Malafy has written a letter of support for the application.
 - Walter discusses a piece of land in the village of Liberty that is a perfect slaughter location. It cost \$1 million to develop 2 acres of site work. There have been several bids for the building already and there is an RBEG for leasing freezers and coolers to future operators. There is a long line of Brooklyn operator applications. Sullivan County has determined it will be a kosher site and HVADC will be asked to look at RFP. Walter says that Sullivan County does not necessarily want it to go to a Brooklyn operator and would prefer a local operator. There are going to be some restrictions lifted from the RFP to try and encourage more local operators to apply.
- SUNY Cobleskill: TME notes that SUNY Cobleskill has put in an application for a dairy processing facility and bottling line. The idea is to integrate it into the college curriculum for their new 2-year agri-business degree. It will be a lower level dairy operation. Dennis points how the challenges associated with waste management that will likely be encountered.

TME introduces Senator Gillibrand's Farm Day. HVADC supports it every year. Historically it has been done in September/October, but this year it will be in the last week of July, which might prove to be difficult for farmers to attend. Attendees include Cornell, Farm Bureau, Wine and Grape Association and others. HVADC is recognized every year.

TME goes over his experience at the Taste NY Todd Hill Historic site. A farmers market is expected to open in July at the site and it is currently stocked with over 15 NYS farmers and producers. TME wants to have a long-term relationship to make sure vendors are made accessible as vendors are required to rotate every 2 years. TME expresses concern over lack of bandwidth at Ag and Markets and feels there are less people in the agency to be monitoring this sort of thing. It is also brought up that new casinos that build a Taste NY component will receive preferred permitting and licensing.

TME reviews ABO process. He confirms everything was completed by the deadline except for the current 3rd party audit, but explains that since it is HVADC's first year with ABO that the previous year's audit had been submitted. HVADC has been communicating with ABO office. Board members agree that they are aware that they must complete online training.

TME passes around board regulations for member signature. There were no changes, just a yearly routine.

TME notes that Mark Doyle is to accept IDA board member position for Dutchess County.

TME introduces topic of additional board members. Confirms that Anne has agreed to join, as well as Dean Casey who is no longer working with Casella Organics. TME notes that March Gallagher has expressed interest in Janet Crawshaw's open position.

TME notes that the HVADC council has reviewed the GFBA MOU, the brd expresses support to move forward.

TME updates board on new FDA ban on wood shelving for cheese aging due to Listeria found in NYS cheese production site. He expressed concern for a trickle-down effect of using wood in agriculture (i.e. apple crates, etc.).

The Board agreed to change the meeting dates of both September and December meetings to September 10th in Kingston and to December 10th.

Meeting was adjourned.