

Choose Columbia

Columbia Economic Development Corporation

MINUTES
COLUMBIA ECONOMIC DEVELOPMENT CORPORATION
Annual Members Meeting
Tuesday, April 19, 2016
Kozel's Restaurant
Route 9H
West Ghent, NY 12075

The annual meeting of the Columbia Economic Development Corporation (CEDC) Members was held at Kozel's Restaurant, located at Route 9H, West Ghent, NY 12075 on April 19, 2016. The meeting was called to order at 8:25a.m. by Tony Jones, Chairman of the Board of Directors.

Mr. Jones welcomed the attendees to the CEDC 2016 Annual Members Meeting. He stated the turnout was the largest ever for a CEDC annual meeting, with an estimate of 125 attendees. He took the large number of attendees as an indication that a great number of people are energized by the possibilities of Columbia County's future and are interested in ensuring correct choices will be made going forward; choices that include preservation of the County's rural character that will also provide for economic success for the residents, communities and businesses. He expressed his belief that all had a goal of meeting those objectives, and felt it required conviction, resources, clear-sightedness and the good will to proceed together.

Mr. Jones introduced the elected officials, school district representatives, meeting sponsors, CEDC and IDA Board members, strategic partners and CEDC staff. He then introduced the first of four speakers of the meeting; Chairman of the Columbia County Board of Supervisors, Matt Murell.

Chairman Murell thanked CEDC for the invitation to speak, noting the last year was interesting for both the county and CEDC. He stated with the completion of the strategic planning process, CEDC has a road map to follow. Chairman Murell stated the county in conjunction with their partners, including CEDC would be working on expanding broadband. He stated he was proud of the fact the Board of Supervisors continued to keep taxes below the tax cap. He announced that the final hurdle in the transfer of Pine Haven would be passed on May 31st when the closing would take place. He noted that jobs had been retained and the facility remained open to residents.

Chairman Murell noted the county had dedicated \$10 million for bridge and road repair, continued to pursue unpaid property taxes, created a central business office to collect revenue and modernize operations. He ended by stating the Columbia County Board of Supervisors looked forward to working with CEDC and creating further opportunities for its citizens.

Mr. Jones introduced the Mayor of the City of Hudson, Tiffany Martin Hamilton. He stated she was the first female elected mayor in the city's history. Mayor Hamilton stated Mr. Jones and Mr. Tucker had met with her and provided assistance with important City projects. She thanked everyone on the County's TAC Committee for their assistance in the planned re-build of the Ferry Street Bridge. She noted CEDC had provided assistance on several other upcoming projects including the Redburn project and the broadband initiative. She ended by encouraging others to utilize CEDC as a resource.

Mr. Jones introduced Mike Yevoli, the newly named Regional Director of Empire State Development Corporation. He noted Mr. Yevoli, had previously been in the county for the beginning of construction in the renovation of the Hudson Opera House, and also served as the Executive Director of the Capital Region Economic Development Council.

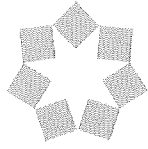
Mr. Yevoli stated the next round of the Consolidated Funding Applications would begin soon. He stated he would be touring the area with Assemblyperson Barrett to see the key projects. He stated the last round of CFA's had resulted in the award of funds to the Hudson Opera House, Redburn Development, and Hudson Valley Creamery. He stated he needed to acknowledge the assistance of his fellow Capital Region Economic Development Council members, Todd Erling, Mike Tucker, Matt Nelson and Arnie Will.

Mr. Jones introduced Deputy District Director for Congressman Chris Gibson, Ann Mueller as the person who may be better informed about broadband issues than anyone outside of the industry. Ms. Mueller thanked Mr. Jones, stating she had worked closely with CEDC over the last couple of years on the Goat Genetic Study and Hudson Valley Creamery. She noted broadband was essential to all walks of life as well as for the CEDC strategic plan to move forward. She stated the goal was to bring all the stakeholders together and to develop a plan to move forward. She noted collaboration among all parties was necessary and encouraged everyone to work with the town supervisors, Ken Flood and CEDC, stressing the county required broadband in order to compete.

Mr. Jones stated he was pleased to introduce Mike Tucker, CEDC's interim President/CEO to present the annual report of the corporation. He stated he wanted to recognize publically the attention, energy and commitment Mr. Tucker has brought to the position. He stated Mr. Tucker has reenergized, redirected and reinforced CEDC's organizational capacity for economic development. Mr. Jones noted the position was half-time, but noted the amount accomplished with that time was remarkable.

Mr. Tucker stated it had been a pleasure to work with the active and dedicated board, talented staff and community leaders and members committed to the mission of CEDC. He noted CEDC's mission was to strengthen the tax base through economic development and job creation; assist businesses to locate and expand within the county and to promote the county as a premier spot for business investment and personal opportunity.

Mr. Tucker stated over the past year CEDC has been in a period of transition. He stated an internal review had been completed resulting in updated policies and procedures and by-laws and 7 new board members. He stated CEDC had worked with the Board of Supervisors to more



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clearly define its role and insure appropriate funding to insure success. He noted the strategic planning process had been undertaken in order to reaffirm the corporation's mission and to craft a new vision. In addition, a search was currently ongoing for a full time President /CEO.

Mr. Tucker stated CEDC has also been conducting the business of economic development as well. He noted CEDC had continued to assist businesses with financial incentives, technical assistance, loans, site location assistance and training. In 2015:

- Enhanced its communications with a monthly eNewsletter and regular eblasts to 800 recipients
- Onsite business visits to identify loan and technical assistance opportunities
- Received a \$55,255 grant from the SBA for technical assistance
- Provided technical assistance to 37 small businesses
- Closed on 8 SBA microloans and 5 CEDC loans
- Conducted the 8 week Microbusiness Seminar Series, graduated 13
- Submitted a CFA on behalf of Hudson Valley Creamery which was awarded \$500,000 in funds and \$500,00 in Excelsior tax credits
- Joined in the broadband discussion with other stakeholders
- Awarded a contract for a sewer and water feasibility study along the Route 66 corridor
- Continued to market and attract businesses to the Commerce Park, closing on 3 lots.
- Assisted more than 25 businesses with information, resources, guidance and advice.

Mr. Tucker stated CEDC was investigating ways to engage health care and housing into CEDC's agenda. CEDC is growing membership and developing relationships with strategic partners throughout the county and regionally.

Mr. Tucker stated in looking towards the future, CEDC must identify and plan for future needs by working towards an inclusive collaboration as a county and region, thereby realizing optimal value from our economic development investments. He thanked the attendees for their past commitment and future support, stating CEDC would provide leadership and strive to achieve the quality of life found in Columbia County.

Mr. Jones stated Columbia County was definitely open for business. He reminded the attendees that one of the commitments CEDC had made upon reestablishment of its contract with Columbia County was to prepare a strategic planning document that would guide a prioritize its

work over the next year to 18 months and to provide a means for measuring the success of its efforts. He noted additional goals were: complete a working document within a limited time frame; make it easy to understand; make it measurable; make it a collaborative effort and collect as much outside input as possible.

Mr. Jones stated the completed strategic plan is the result of several working sessions of the CEDC board of directors, numerous meetings with partner organizations, conversations with individuals, a public planning session attended by over 100 people and an online survey which collected the views of scores of other people. Additionally, CEDC reached out to county school districts, all county supervisors, large and small businesses non-profit organizations. The results were compiled and printed in booklet form. Mr. Jones turned to Mr. Tucker to review the strategic plan.

Mr. Tucker gave some basic demographic statistics on Columbia County. He noted the unemployment in the county was low, which highlights the need for workforce development training. He noted 62% of the working population leaves the county to work, noting the need to create more jobs in county. He noted the poverty level in the City of Hudson was 23%, which compares to Albany, Schenectady and Troy. He informed the attendees that 31.8% of the county's children live in poverty. He stressed the importance of not allowing the divide to continue.

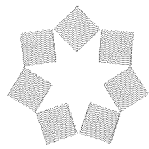
Mr. Tucker noted the Strategic Plan was divided into four pillars: Entrepreneurship & Innovation; Infrastructure; Quality of Life & Sustainability; Workforce & Education.

Entrepreneurship & Innovation:

- Connect small businesses to resources needed for growth and stability
- Create and foster an ecosystem to promote long term success in new and existing businesses
- Create an online portal for use by new and existing businesses with readily available information
- Develop a business retention initiative to aid existing businesses
- Assist currently approved projects as well as those in the project pipeline
- Support existing businesses by providing concierge services and funding sources
- Offer small business loans through CEDC and the SBA
- Host business seminars and technical assistance programs.
- Develop criteria to maximize successful state grants

Infrastructure:

- Collaboratively champion urban and rural main street infrastructure expansion by use of collaborative partnerships within the county and region
- Work with the county, Congressman Gibson and other partners to expand broadband access countywide and develop a roll out plan based on targeted funding sources
- Inventory, market and explore additional lands to expand the Commerce Park model to support the need for shovel ready sites suitable for commercial and manufacturing businesses.



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- Maintain a strong public private partnership to identify and overcome existing barriers to municipal infrastructure needs
- Explore over the longer term development of projects utilizing the Hudson waterfront including the possible siting of a hotel

Quality of Life and Sustainability:

- Promote outdoor trails, connecting our creative economy to the regional creative economy
- Collaborate with agricultural businesses to identify opportunities for new and expansion projects
- Convene Main Street roundtable discussions, develop protocols to determine how best to support local economic development initiatives
- Coordinate a county-wise, marketing program with a consistent brand identity for Columbia County

Workforce and Education:

- Facilitate networking and collaboration among the County's educational, business and governmental institutions to stimulate an alignment of educational offerings and business needs
- Leverage Columbia County's education to workplace pipeline, assess effectiveness and build bridges to enable relevant internship and mentoring programs and augment with additional trade and training programs where needed
- Partner with Workforce Investment Board, labor and veterans groups, BOCES and public school districts and Columbia Greene Community College to leverage strengths and address challenges

Mr. Tucker closed by stating CEDC will help to identify viable options to mitigate the County's and the City of Hudson's limited workforce housing. He noted the common thread throughout the plan is collaboration and the need for all of us to leverage our strengths and work together for shared success.

Mr. Jones noted the plan was not a master plan but a working effort to look at what Columbia County has and identify some strategies to move forward. He noted it was not a solution, but a only a starting point. He stated this was a rolling process going forward. He pointed out the process demonstrated the need to develop a constituency concerned with how to improve the economy in Columbia County. Mr. Jones invited everyone to participate in the process going forward.

Mr. Jones noted it was time to transition to the business portion of the annual members meeting. He informed the attendees a quorum of CEDC members was present. He asked the members to hold up their hands, since a show of hands would be the method of voting. Mr. Jones called for a motion to approve the March 31, 2015 annual meeting minutes. *Mr. Greg Fingar made the motion, seconded by Mr. Scott Wood. Carried.*

Mr. Jones introduced Mary Kimball from Pattison, Koskey, Howe and Bucci CPA's, P.C. to review the audit and financial statements. Ms. Kimball referred the attendees to the CEDC website, noting there was a great deal of information on the site. She noted the audit included a review of internal controls, policies and procedures and financial highlights for 2015. She noted CEDC had a clean audit with no findings. She reminded the attendees, CEDC was required to adhere to the Public Authority Accountability Act (PAAA), which included filing an annual report through Public Authority Reporting Information System (PARIS). She noted the reports filed through that system were also available on the CEDC website.

Mr. Jones introduced M. Scott Wood, CEDC Board member and the Chair of the CEDC Governance and Nominating Committee, who would be presenting the slates of board directors for election by the corporation members. Mr. Wood stated two slates of directors would be presented. He explained the first slate presented would be completing unfinished terms expiring in 2018. He presented the following slate:

David Fingar – Mid-Hudson Cablevision
Michael Polemis – Columbia Land Conservancy
Russell Bartolotta – Klein's Kill Fruit Farms
Sarah Sterling – HOUSE Hudson Valley

Mr. Wood called for a motion to approve the slate as presented. *Mr. Greg Fingar made the motion, seconded by Mr. Rick Bianchi. Carried.*

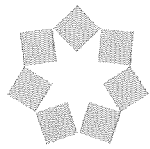
Mr. Wood stated the second slate of directors would be filling a three year term expiring 2019. He presented the following slate:

John Lee – Saturn Industries
James Lapenn – Retired Municipal Finance Attorney
Tish Finnegan – Columbia Memorial Health
Triona Fritsch - Etsy

Mr. Wood called for a motion to approve the slate as presented. *Mr. Greg Fingar made a motion, seconded by Mr. David Fingar. Carried.*

Mr. Jones introduced Andrew Howard Esq., CEDC Attorney to present the proposed by-law amendments. Mr. Howard noted the amendments were all minor changes, which added to the clarity of the document. He presented the changes as follows:

Article III Section 2. (a) – The title of the head of Columbia Greene Community College would be changed from Chairman to President.



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Article III Section 2. (a)(ii) – Added “ All terms shall commence on May 1.”

Article III Section 2. (a)(iv) Added: “Vacancies occurring for any reason shall be filled by the Board of Directors. In each case, such appointments shall be made as soon as practicable. A Director appointed to fill a vacancy shall hold office for the unexpired term of his or her predecessor in office and until a successor is appointed and takes office.”

Article III Section 2. (a)(v) Changed to read: “The Governance and Nominating Committee shall nominate one or more Members for each expired term on the Board of Directors the Members.”

Article IV Section 1. (b)(ii) Changed to read: “The members of the Loan Committee may include residents of Columbia County, with a preference being given to those individuals possessing experience and expertise in business lending. The Loan Committee shall be comprised of at least five (5) Directors of the Corporation.”

Mr. Jones called for a motion to adopt the proposed changes. Ms. Sarah Sterling made the motion, seconded by Mr. Greg Fingar. Carried.

Mr. Jones recognized Ken Flood for his work in Columbia County as the Executive Director of CEDC, Commissioner of Planning and Economic Development and his additional duties with the County’s Transportation and Tourism departments.

Mr. Jones reminded the attendees about the tangible benefits of CEDC membership. He stated it also communicated the support for CEDC’s overall mission of determining the best development options. He stressed CEDC needed and wanted their participation.

The meeting was adjourned at 9:35am.

Respectfully submitted by Lisa Draushuk

2016 Annual Members Meeting

	LAST NAME	FIRST NAME	BUSINESS
1	Ackerman	David	Karp, Ackerman, Skabowski, & Hogan, PC
2	Adams	Brenda	Columbia County Habitat for Humanity
3	Alguire	Frank	Columbia Greene Workforce Investment Board
4	Alper	Gert	Swiss Hutte
5	Alper	Cindy	Swiss Hutte
6	Arding	Kate	Talbott & Arding
7	Baker	Jim	National Grid
8	Barrett	Didi	Assemblyperson
9	Barrett	Paul	The Country Squire B&B
10	Bartolotta	Russell	Klein's Kill Fruit Farm
11	Bassin	Art	Cricket Hill Farm, Inc.
12	Berman	David	DPB Communications
13	Brandston	Melanie	MM Brandston & Co. Inc.
14	Brandston	Howard	MM Brandston & Co. Inc.
15	Brusie	John	Ginsbergs Foods
16	Bucci	Mike	Pattison Koskey Howe & Bucci, CPAs PC
17	Caponera	Ronald	Col Co Comptroller
18	Carty	Tom	HVRTA Board Member
19	Cipkowski	Peter	Supervisor, Town of Hillsdale
20	Colby	David	Columbia County Chamber of Commerce
21	Costine	Nancy	CEDC
22	Cushing	Kevin	National Grid
23	Daly	Jeff	Shaker Museum
24	Daus	Tom	Columbia County Treasurer's Office
25	DeLeeuw	Lisa	Ex Dir, Harlem Valley Rail Trail Association
26	DeStefano	Claudia	City of hudson Common Council President
27	Didonato	Dennis	Berkshire Union Free School District
28	Draushuk	Lisa	CEDC
29	Edwards	Richard	Catamount Ski Area
30	Erling	Todd	HVADC
31	Faso	John	
32	Fingar	Dave	Mid-Hudson Cablevision
33	Fingar	Greg	Fingar Insurance
34	Fingar, Jr.	Peter	Fingar Insurance
35	Finnegan	Tish	Columbia Memorial Health
36	Flaherty	Gary	Columbia County Veterans Service Department
37	Flood	Kenneth	Commissioner, Ec Dev and Planning
38	Fonda	Cheryl	National Grid
39	George	Kevin	National Grid
40	Gerlach	Bill	Kinderhook Bank
41	Gilbert	Tom	Catamount Ski Area
42	Goodwin	Maureen	Berkshire Homestyle
43	Gramkow	Betsy	Columbia Greene Hospital Foundation
44	Guerin	Pierre	Hudson Valley Creamery
45	Gustafson	Bill	Staff to Assemblymember Barrett
46	Guterman	Theodore	Guterman Shallo & Alford , PLLC
47	Howard	Andrew	Freeman Howard

2016 Annual Members Meeting

48	Howard	Neil	Taconic Hills Central School District
49	Jones	Tony	Roe Jan Publishing
50	Juliano	Richard	Columbia County IT
51	Keeler	Brian	Columbia Memorial Health
52	Keil	Kim	Valley Energy
53	Kimball	Mary	Pattison Koskey Howe & Bucci, CPAs PC
54	Knott	Ron	Supervisor, Town of Stuyvesant
55	Kocijanski	Katie	Register Star
56	Kowalski	Heather	Beth's Farm Kitchen
57	Lane	Martha	CEDC
58	Lapenn	James	CEDC Board
59	Lawrence	Carol	Halstead Properties
60	Lee	John	Saturn Industries
61	Lee	Maryann	Saturn Industries
62	Lull	Maria	Town of Chatham Supervisor
63	Lunde	Glenn	Community Preservation Corporation
64	Mackerer	Matthew	Karp, Ackerman, Skabowski, & Hogan, PC
65	Mangini	Andrew	CBRE
66	Martin-Hamilton	Tiffany	City of Hudson Mayor
67	Matheney	Patti	Town of Ghent / GhentCann
68	McHale	Tom	NYBDC
69	McNary	Erin	CEDC
70	Mettler	Jeanne	Copake Hamlet Revitalization Task Force, Copake Town Board
71	Monahan	James	Sneeringer, Monahan, Provost, Redgrave
72	Moore	Donald	Supervisor, City of Hudson
73	Mueller	Ann	Congressman Chris Gibson
74	Murell	Matt	Chairman of the BOS
75	Nabozny	Edward J.	Supervisor, Town of Greenport
76	Nelson	Mathew	Community Preservation Corporation
77	Newcombe	Katie	National Grid
78	Nitschke	Ian	
79	O'Sullivan	Mike	
80	Paden	Peter	Columbia Land Conservancy
81	Parkenson	Carolyn	
82	Pawluk	Mitch	Harris Beach
83	Petraglia	Alex	
84	Polemis	Michael	Columbia Land Conservancy
85	Prendergast	Pat	
86	Rahaman	Cheryl	Hudson Cruises
87	Rahaman	Noor	Hudson Cruises
88	Reilly	John	Supervisor, Town of Gallatin
89	Rossi	Tom	
90	Salvino	Sheena	HDC
91	Sawyer	Sean	The Olana Partnership
92	Schiro	Gary	Hudson Opera House
93	Schoonmaker	Karen	COARC
94	Schultz	Lacy	Shaker Museum
95	Sleasman	Richard	CBRE

2016 Annual Members Meeting

96	Small	Andrew	Karp, Ackerman, Skabowski, & Hogan, PC
97	Snyder	Joan	Consultant
98	Stalker	Doug	
99	Sterling	Sarah	Supervisor, City of Hudson
100	Stiffler	Ed	CEDC
101	Stone	Jeff	Kinderhook Bank
102	Suttmeier	Maria	Superintendent, Hudson City School District
103	Sverdloff	Brent	Columbia Land Conservancy
104	Tanner	Holly	Columbia County Clerk
105	Teasdale	Parry	The Columbia Paper
106	Thompson	Joyce	Town of Taghkanic, Board Member
107	Thurston	Ellen	
108	Tucker	Mike	CEDC/CEDC/Tucker Strategies
109	Vanderbeck	Matthew	Pattison Koskey Howe & Bucci, CPAs PC
110	Vanderlan	Chrstine	Columbia Land Conservancy
111	Vinciguerra	Mark	Columbia-Greene Media
112	Walsh	Lisa	City of Hudson Mayor's office
113	Weckler	Chad	
114	Weigelt	Kippy	Town of Claverack Supervisor
115	Whitcomb	Leslie	New Lebanon School District
116	Wilber	Carol	CEDC
117	Will	Arnie	Empire State Development
118	Williams	Tom	Paradox Consulting
119	Winch	Nathan	NUBK
120	Wolff	Karen	COARC
121	Wood	Scott	MetzWood Insurance
122	Wyman	Betsy	SunDog Solar Sundog Cider
123	Yevoli	Michael	Empire State Development
124	Zaik	Edward	AXA Advisors
125	Zweig	Brian	Business Opportunities Management Consulting