



Mary Ellen Rogulski, Chairman • Edward A. Diana, Vice Chairman • John Steinberg, Jr., Second Vice Chairman
• Stephen Brescia, Secretary • Michael Gaydos, Assistant Secretary • Robert J. Schreibeis, Sr. • James DiSalvo
Laurie Villasuso, Chief Executive Officer (Acting) • Vincent Cozzolino, Managing Director
Kevin Dowd, Attorney • Russell E. Gaenzle, Harris Beach • Joel Kleiman, Chief Financial Officer

Agenda

PLEASE TAKE NOTICE, The Orange County Funding Corporation will hold a regularly scheduled meeting on January 9, 2020 immediately following the Orange County Industrial Development Agency meeting at the **Orange County Business Accelerator, 4 Crotty Lane, Suite 100, New Windsor, New York**, to consider and/or act upon the following:

Order of Business

- **Roll Call**
- **Approval of the minutes from December 12, 2019 meeting**
- **Financial Reports and/or Requests for Payments**
- **Applications/Resolutions**
 - TSEC - Expenditure Request
 - Resolution
- **Other Board Business**
- **Adjournment**

Dated: January 2, 2020

Stephen Brescia, Secretary

By: Laurie Villasuso, Chief Executive Officer (*acting*)

ORANGE COUNTY FUNDING CORPORATION

MINUTES

December 12, 2019

A regular meeting of the Orange County Funding Corporation was convened in public session on December 12, 2019 at 3:13 P.M. at the Orange County Business Accelerator in New Windsor, New York.

The meeting was called to order by Chairman, Mary Ellen Rogulski, and upon roll being called, the following were:

PRESENT: Mary Ellen Rogulski, Edward Diana, Michael Gaydos, Robert Schreiberis, James DiSalvo, John Steinberg

ABSENT: Stephen Brescia

ALSO PRESENT: Laurie Villasuso – Chief Operating Officer
Kevin Dowd – IDA Attorney
Joel Kleiman – Chief Financial Officer
Russell Gaenzle – Harris Beach
Vincent Cozzolino – Managing Director
Melanie Schouten – Program Director

Chairman Rogulski calls to order the regular meeting of the Orange County Funding Corporation, November 14, 2019 Board consists of six members. There is a quorum.

Minutes

Review of the November 14, 2019 meeting minutes. Motion made by Mr. Schreiberis, seconded by Mr. Diana, to approve the minutes. Motion carries with all in favor.

Financial Reports and/or Requests for Payment

Mr. Kleiman reviews the income and expense summary, noting that the income YTD balance is \$94,746 and YTD expenses are \$141,369, with expenses exceeding revenues by \$41,624.

The balance in the bank account is \$1,938,561.

Chairman Rogulski asks for a motion to approve the vouchers and payments in the amount of \$457.80 for December. Motion made by Mr. Schreiberis, seconded by Mr. Diana, that the Board accept the financial reports, and authorize OCFC payments and vouchers. Open for discussion. Mr. DiSalvo abstains. Affirmative votes of five board members results in motion carried.

Other Board Business

County of Orange (Heritage Trail)

Ms. Villasuso informs the board that this application is requesting a \$200,000 project expenditure. The Governance Committee recommended this project expenditure for approval.

Resolution

Motion is made by Mr. Diana, seconded by Mr. Schreiber, accepting the resolution and authorizing a \$200,000 project expenditure for the County of Orange project. Roll call is taken. Affirmative votes of six board members results in motion carried.

Village of Highland Falls

Ms. Villasuso informs the board that this topic was discussed in Governance Committee. This project currently has an open project expenditure, but not all the funds have been utilized. As a result, they are requesting an extension until May 2020. The Governance recommends approval for this extension.

Resolution

Mr. Dowd reads aloud the Village of Highland Falls Resolution. Motion is made by Mr. Schreiber, seconded by Mr. Steinberg, accepting the resolution and authorizing an expenditure extension for the Village of Highland Falls project. Roll call is taken. Mr. DiSalvo abstains. Affirmative votes of five board members results in motion carried.

Other Board Business

Ms. Villasuso informs the board that the 2020 OCFC meeting schedule is included in the packet.

Adjournment

The meeting is called for adjournment, motion made by Mr. DiSalvo, seconded by Mr. Schreiber, the time being 3:18 P.M.

Orange County Funding Corporation

January 2020

Funds Received

Total

\$ -

Vouchers & Payments

PKHB CPAs (Bookkeeping services for Dec. 2019)

\$ 87.80

Kevin Dowd (Legal Services Dec. 2019)

\$ 800.00

Alders Wholesale Florist, Inc. (Village of Goshen)

\$ 152.00

* William A. Smith & Sons (Professional Liability Coverage)

\$ 10,842.00

* William A. Smith & Sons (Umbrella Coverage)

\$ 5,363.50

Total

\$ 17,245.30

* Paid

GUIDELINES FOR PROJECT EXPENDITURE APPLICANTS

These guidelines are provided to help your organization prepare a complete Project Expenditure application.

Funding Considerations:

To be considered for funding, an organization must be designated as not-for-profit and/or tax exempt, or other at the discretion of the Orange County Funding Corporation Board.

Orange County Funding Corporation resources may support projects in the areas of:

- workforce development and/or training
- community development and/or recreation
- direct assistance to businesses and other organizations/Community revitalization
- energy
- environmental improvements
- low-cost financing.

Orange County Funding Corporation is most interested in organizations that have a program which:

- Directly benefits Orange County Job Development
- Is beneficial to Orange County on a county-wide basis
- Has clear goals and objectives for Economic Development
- Promotion of tourism can be considered, provided it also creates jobs

Orange County Funding Corporation DOES NOT FUND:

- Advertising or fund raising drives
- Partisan, political, or denominational programs
- Salaries, travel expenses or general and administrative costs
- Requests that do not include a detailed description of the project in writing and are not accompanied with a Project Expenditure application

Board of Directors

Mary Ellen Rogulski
-Chairman

Edward A. Diana
- Vice Chairman

John Steinberg, Jr.
-Second Vice Chairman

Stephen Brescia
-Secretary

Michael Gaydos
-Assistant Secretary

Robert J. Schreiber, Sr.

James DiSalvo

Staff

Laurie Villasuso
-Chief Operating Officer

Joel Kleiman
-Chief Financial Officer

Kevin T. Dowd
-Attorney



PROJECT EXPENDITURE APPLICATION FORM

ORGANIZATION

Name of Organization: The Strategic Economic Consortium, Inc. dba T-SEC

DATE: December 26, 2019

Project Title: Operating & Maintenance Funding Support for SMARTT Labs & PODs

Address: 4 Crotty Lane, Suite 100

City/Zip Code: New Windsor, NY 12553

Telephone: 845-336-0100

E-mail Address: carl.tsec@gmail.com

Name of Contact: Carl E. Meyer

Title: President/CEO

Specific amount requested from OCFC: \$ 75,000.00

Have you received any grants or other forms of assistance from the Orange County Funding Corporation in the past? Yes No Dates and amounts: 2019: \$50,000, 2018 : \$50,000, 2017: \$50,000

Have you received any other assistance from other agencies or organizations? Yes No
If yes, please indicate from whom and the type or amount.
Empire State Development Corp (CFA Capital) -2015-2023 : \$1,700,000
NYS Dept of Labor (LOA Operational) – 2019-20: \$500,000, 2018-19: \$500,000

ORGANIZATION BACKGROUND

T-SEC is a 501(c)(3) non-profit founded in 2007 with a mission to support the region’s economic development strategies and workforce development initiatives. T-SEC accomplishes this by working closely with the manufacturing sector and start-up businesses, the so-called “creative economy, enabling them to

grow and retain or create jobs, thus promoting regional economic growth and prosperity. T-SEC also partners with The Orange County IDA to support the creation of new Accelerator sites.

T-SEC leverages NYS capital funding with substantial matching funds from private sector partners to purchase highly specialized, state-of-the-art manufacturing equipment, installing it on community college campuses, at manufacturing sites and at Orange County Accelerator sites making this equipment accessible to all who want to use it. This approach provides business growth and job creation opportunities for colleges and manufacturers alike. More importantly, it fosters the development of synergistic relationships between manufacturers, entrepreneurs and colleges, establishing a collaborative framework to guide the preparation of the region's future workforce. This alignment of educational and industry interests provides job-seekers with the in-demand skills highly valued in today's competitive, high tech manufacturing and entrepreneurial environment. T-SEC relies on private and public funding to accomplish its objectives.

To date, T-SEC has been awarded over \$5 million of NYS capital investment, enabling the organization to purchase and install high tech equipment at 18 manufacturing, community college and Accelerator sites spread throughout the Hudson Valley Region. This investment is supported by over \$10 million in public and private sector investment. Examples of purchased equipment include 3D printers, computer-controlled machining equipment, a computerized clothing pattern design system and fashion design, culinary and aircraft maintenance training equipment.

DESCRIPTION OF PROJECT

T-SEC has successfully acquired several million dollars of NYS ESD CFA capital funding, which is deployed to provide specialized test/characterization manufacturing equipment to support the creation and retention of manufacturing jobs in the Mid-Hudson Region. Much of this capital funding is used to support ongoing economic development projects and initiatives recently undertaken by The Accelerator. Specifically, T-SEC and The Accelerator staff identify manufacturing equipment needs that are unmet due to lack of capital, utilization or expertise. T-SEC purchases, installs, operates and maintains the equipment in a shared use environment. The equipment is shared across companies and often industries. T-SEC's business model provides the added benefit of connecting manufacturers with local academic institutions, which provide students access to manufacturing facilities, while at the same time providing craft skills training for manufacturing employees. T-SEC also utilizes its CFA funding for fit-up costs for the spaces and buildings designated by T-SEC or The Accelerator to receive the specialized equipment.

T-SEC and The Accelerator also partner to identify & bring together clusters of artisans or entrepreneurs who can benefit from moving into a SMARTT POD space where they can develop, test & commercialize their products or services. T-SEC is able to provide capital funding to purchase manufacturing equipment to fit up these PODs. To date, T-SEC has supported The Accelerator's New Windsor fashion production and artisan food POD's and Middletown's medical device POD. In 2020, additional support is planned for the Accelerator's Middletown medical device, Newburgh fashion production and Warwick hemp extraction and test campuses.

BUDGET

Specific amount requested from the Orange County Funding Corporation: \$_75,000.00_____

This OCFC funding will be used to cover T-SEC's labor and other expenses to operate and maintain the existing SMARTT Labs/POD's, to create new labs/pods and to manage and administer the acquisition of additional capital equipment for the labs/pods. This work provides critical administrative, technical and financial support for economic development initiatives recently undertaken by The Accelerator. See attachments with 2019 budget and YE2018 balance sheet.

TARGET POPULATIONS AND PERFORMANCE SITE(S)

T-SEC, in partnership with The Accelerator, targets entrepreneurs and emerging manufacturers, along with small and medium-sized manufacturers with its unique business model, with the overarching objective of enabling these individual companies to become more competitive, to start up & grow their business and to create new good paying jobs. Since 2015, The Accelerator and T-SEC have helped 28 start-up companies create over 100 jobs as well as over 250 at established Hudson Valley manufacturers.

EVALUATION

The requested funding will enable T-SEC to continue both acquiring and maintaining capital equipment at SMARTT Labs/Pods. This will in turn allow T-SEC to provide continued financial and technical support to The Accelerator as it expands its incubator and accelerator initiatives, which are designed to enhance the region's economic vitality, thus creating new businesses and related jobs.

PLEASE RETURN THIS APPLICATION TO:

Orange County Funding Corporation
Orange County Business Accelerator
4 Crotty Lane, Suite 100
New Windsor, NY 12553