



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
Laurie Villasuso, Chief Operating Officer & Executive Vice President • 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 April 11, 2019 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 March 14, 2019 meeting**
- **Financial Reports and/or Requests for Payments**
- **Applications/Resolutions**
 - TSEC Expenditure Request
 - Resolution
- **Other Board Business**
- **Adjournment**

Dated: April 4, 2019

Stephen Brescia, Secretary

By: Laurie Villasuso, Chief Operating Officer & Executive Vice President

ORANGE COUNTY FUNDING CORPORATION

MINUTES

March 14, 2019

A regular meeting of the Orange County Funding Corporation was convened in public session on March 14, 2019 at 3:31 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, John Steinberg, James DiSalvo, Michael Gaydos,
Robert Schreibeis, Stephen Brescia

ABSENT: Edward Diana

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

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

Roll Call is taken.

Minutes

Review of the February 14, 2019 meeting minutes. Motion made by Mr. Gaydos, seconded by Mr. Schreibeis, 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 \$93,411 and YTD expenses are \$19,849, with revenues exceeding expenses by \$73,562.

The balance in the bank account is \$2,053,709.

Chairman Rogulski asks for a motion to approve the vouchers and payments in the amount of \$753.35 for March. Motion made by Mr. Brescia, seconded by Mr. DiSalvo, that the Board accept the financial reports, authorize OCFC payments and vouchers. Open for discussion. Affirmative votes of all members present results in motion carried.

Chairman Rogulski entertains a motion that the board approve the 2018 OCFC Audit Report. A motion is made by Mr. Schreibeis, and seconded by Mr. Steinberg, approving the 2018 Orange County Funding Corporation Audit performed by JGS. Affirmative votes of all members present resulted in motion carried.

Other Board Business

Orange County Water and Soil Conservation District

Ms. Villasuso reminds the board that last month the Orange County Water and Soil Conservation District came before the Governance Committee with an expenditure request for \$50,000. These funds are to assist with the removal of tires from dairy farms. The Committee decided that if funds from other sources were committed to this project, they would consider an expenditure of \$25,000. The Committee is currently waiting to hear that these other sources have officially committed funding.

Mount Saint Mary's College

Mr. Dowd informs the board that the Mount Saint Mary's College public hearing was successfully held yesterday.

Adjournment

The meeting is called for adjournment, motion made by Mr. Gaydos, seconded by Mr. Brescia, the time being 3:40 P.M.



PROJECT EXPENDITURE APPLICATION FORM

ORGANIZATION

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

DATE: ___ April 1, 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: \$ ___ 50,000.00 ___

Have you received any grants or other forms of assistance from the Orange County Funding Corporation in the past? Yes No Dates and amounts: 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) – 2018-19: \$500,000, 2017-18: \$500,000

ORGANIZATION BACKGROUND

T-SEC is a 501(c)(3) non-profit founded over ten years ago 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 2019, 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: \$_50,000.00_____

This OCFC funding will be used to cover T-SEC's labor and overhead 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



2019 Sources & Uses

Sources

NYS Dept of Labor	\$ 500	K
Empire State Development	\$1,275	
OCFC	\$ 50	
Other Contracts	\$ 35	
	<hr/>	
	\$1,860	

Uses

T-SEC Salaries/Benefits	\$ 175	K
T-SEC Overhead	\$ 55	
SMARTT Labs/PODs Program	\$ 355	
SMARTT Labs/PODs Equipment	\$1,275	
	<hr/>	
	\$1,860	



December 31, 2018 Balance Sheet

<u>\$s K</u>	<u>Dec 31, 2018</u>
ASSETS	
Current Assets	
Checking/Savings	234
Accounts/Grants Receivable	451
Other Current Assets	3
	<u>688</u>
Fixed Assets	
Furniture & Equipment	2,161
Leasehold Improvements	405
Deposits	96
Accumulated Depreciation	(1,745)
	<u>917</u>
Other Assets	1
TOTAL ASSETS	1,605
LIABILITIES & EQUITY	
Current Liabilities	
Accounts Payable / Accrued Expenses	74
Line of Credit	539
Deferred Revenue	10
	<u>624</u>
Long Term Liabilities	0
Equity	
Unrestricted Net Assets	184
Net Income	798
	<u>981</u>
TOTAL LIABILITIES & EQUITY	1,605

Education Center & 4-H Park



Cornell University
Cooperative Extension
Orange County

IN ASSOCIATION OF
THE BOARD OF THE ORANGE COUNTY
RURAL DEVELOPMENT AGENCY &
THE UNIVERSITY OF NEBRASKA
Richard T. Anderson, Chairman Mary Ellen Fogarty
John Anderson, Jr. Stephen Bennett
Edward A. Hines Robert J. Schindler, Jr.
Henry Wolfson
THANK YOU FOR YOUR GENEROUS CONTRIBUTION.



Orange County

IN RECOGNITION OF
THE BOARD OF THE ORANGE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY &
ORANGE COUNTY FUNDING CORPORATION

Robert T. Armistead, Chairman
John Steinberg, Jr.
Edward A. Diana
Henry VanLeeuwen

Mary Ellen Rogulski
L. Stephen Brescia
Robert J. Schreibeis, Sr.

THANK YOU FOR YOUR GENEROUS CONTRIBUTION
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THE ORANGE COUNTY FUNDING CORPORATION
STATE OF NEW YORK

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In The Matter of

Re: MOUNT SAINT MARY COLLEGE

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The Accelerator
4 Crotty Lane, Suite 100
New Windsor, New York
March 13, 2019
10:00 a.m.

B E F O R E: KEVIN DOWD, ESQ.
IDA ATTORNEY

FRANCES ROTH
Court Stenographer
168 North Drury Lane
Newburgh, New York 12550
Telephone (845) 566-1641

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3 A P P E A R A N C E S :

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5 LAW OFFICES OF KEVIN T. DOWD
6 Attorney for IDA
7 46 Daisy Lane
8 Montgomery, New York 12549

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8 Kelly Reilly
9 Client Services Specialist, OCIDA

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1 MOUNT SAINT MARY COLLEGE

2 MR. DOWD: Good morning, my name is Kevin
3 Dowd, local counsel to the Orange County
4 Industrial Development Agency and the Orange
5 County Funding Corporation. To my right is Kelly
6 Reilly who is one of our senior administrators
7 and to her right is Fran Roth who's our
8 stenographer who will be recording everything
9 today and the board will get a chance to read all
10 those minutes, the transcript of the minutes from
11 Miss Roth. So let's start with the Pledge of
12 Allegiance please.

13 (Whereupon, the Pledge of Allegiance was
14 recited.)

15 MR. DOWD: So I'll begin by reading the
16 notice of public hearing and then we'll open it
17 up for comments. Notice of public hearing on
18 proposed issuance of bonds. Mount Saint Mary
19 College, an independent, coeducational,
20 not-for-profit institution of higher education
21 chartered by the Board of Regents of the State of
22 New York, with an address of 330 Powell Avenue,
23 Newburgh, New York 12550, its successors or
24 designees previously submitted an application to
25 the Issuer requesting that the Issuer issue its

MOUNT SAINT MARY COLLEGE

Multi-Modal Revenue bonds, Series 2012C in the aggregate principal amount of \$25,465,000 for the purpose of undertaking a certain project consisting of: (A) refunding the outstanding Mount Saint Mary College Revenue Bonds, Series 2005 issued by the Dormitory Authority of the State of New York, the proceeds of which were used to finance the renovation of the College Courts student housing complex located on the College's main campus located at 320 Powell Avenue, Newburgh, New York, (B) the partial financing, refinancing and/or reimbursing the College for the costs of: (i) renovating the existing approximately 97,000 square foot building known as the Dominican Center, to include a library, a dining facility, an approximate 156 bed student housing area, exercise space, and student lounges and (ii) constructing certain related surface improvements, including a small patio, a handicapped access ramp and approximately 100 surface parking spaces and (C) the payment of certain costs incidental to the issuance of the Series 2012C Bonds. The Bonds were issued on

MOUNT SAINT MARY COLLEGE

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2 December 21, 2012. The College has requested to
3 amend certain provisions of the Bonds. The
4 nature and extent of the requested amendments:
5 (1) will result in a reissuance and current
6 refunding of the Bonds for Federal tax purposes,
7 and (2) necessitates that a new public hearing be
8 held on the Project and the Issuance of the
9 Bonds, pursuant to Section 147(f) of the Code.
10 The College is and will continue to be the owner
11 and operator of the Facility. The Issuer will
12 hold the public hearing on the proposed
13 reissuance of the Bonds, as required by Section
14 147(f) of the Code. The subject of the hearing
15 will be the reissuance of the Bonds and the
16 nature and location of the Facility; the Bonds
17 will be reissued in an amount not to exceed the
18 maximum amount initially issued (\$25,465,000).
19 Interested persons are invited to attend and will
20 have an opportunity to make a statement regarding
21 the Project or the reissuance of the Bonds.
22 Written comments and general inquiries may be
23 directed to the Issuer at The Accelerator, 4
24 Crotty Lane, Suite 100, New Windsor, New York
25 12553, Attention: Chief Operating Officer.

MOUNT SAINT MARY COLLEGE

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Minutes of the hearing will be made available to the County Executive of Orange County. Approval of the reissuance of the Bonds by Orange County, through the County Executive, is necessary in order for interest on the Bonds to be exempt from taxation following the reissuance. Dated February 28, 2019, The Orange County Funding Corporation. Would anyone like to say anything? I know we've got a representative from the college here.

MR. GLASS: You do.

MR. DOWD: And?

MR. GLASS: I know what you've said is perfectly acceptable.

MR. DOWD: There being no other persons in the audience having comments, I would declare the public hearing closed. And I thank you very much.

(Proceedings concluded at 10:07 a.m.)

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C-E-R-T-I-F-I-C-A-T-I-O-N

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I, FRANCES ROTH, a Stenographic Reporter and Notary Public
of the State of New York, do hereby certify:

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That the foregoing is an accurate record of the testimony,
as given, to the best of my knowledge and belief, the same
having been stenographically recorded by me and transcribed
under my supervision.

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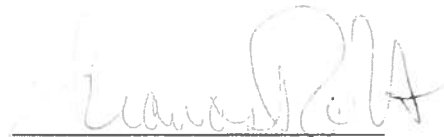
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That I am not related to any of the parties involved in
this matter, and that I have no personal interest
whatsoever in the outcome thereof.

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FRANCES ROTH

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<p>N</p> <p>name [1] 3/2 nature [2] 5/4 5/16 necessary [1] 6/5 necessitates [1] 5/7 new [13] Newburgh [3] 1/24 3 23 4/12 no [2] 6/16 7/14 North [1] 1/24 not [3] 3/20 5/17 7/13 not-for-profit [1] 3/20 Notary [1] 7/5 notice [2] 3/16 3/17</p>	<p>S</p> <p>said [1] 6/14 SAINT [3] 1/5 3/18 4/6 same [1] 7/9 say [1] 6/9 Section [2] 5/9 5/13 senior [1] 3/6 Series [3] 4/2 4/6 4/25 Services [1] 2/8 small [1] 4/21 So [2] 3/11 3/15 space [1] 4/19 spaces [1] 4/23 Specialist [1] 2/8 square [1] 4/15 start [1] 3/11 STATE [4] 1/2 3/21 4/8 7/6 statement [1] 5/20 stenographer [2] 1/23 3/8 Stenographic [1] 7/5 stenographically [1] 7/10 student [3] 4/10 4/18 4/19 subject [1] 5/14 submitted [1] 3/24 successors [1] 3/23 Suite [2] 1/7 5/24 supervision [1] 7/11 surface [2] 4/20 4/23</p>	<p>Y</p> <p>YORK [10] you [2] 6/12 6/18 you've [1] 6/14</p>
<p>O</p> <p>OCIDA [1] 2/8 Officer [1] 5/25 OFFICES [1] 2/5 one [1] 3/6 open [1] 3/16 Operating [1] 5/25 operator [1] 5/11 opportunity [1] 5/20 ORANGE [6] 1/2 3/3 3/4 6/3 6/4 6/8 order [1] 6/6 other [1] 6/16 our [2] 3/6 3/7 outcome [1] 7/15 outstanding [1] 4/5 owner [1] 5/10</p>	<p>T</p> <p>tax [1] 5/6 taxation [1] 6/7</p>	
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