

ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

County Government Center
255 Main Street
Goshen, New York 10924
Phone: 845-291-2700 Fax: 845-291-2724

James Petro, Jr., Chairman
Robert Armistead, Vice Chairman
Mary Ellen Rogulski, Second Vice Chairman
Stephen Brescia, Secretary
John Steinberg, Jr., Assistant Secretary
Henry VanLeeuwen
Robert J. Schreibeis, Sr.

James O'Donnell, Executive Director
Joel Kleiman, Chief Financial Officer
Philip A. Crotty, Attorney
Laurie Villasuso, Administrative Assistant

Agenda

PLEASE TAKE NOTICE, The Orange County Industrial Development Agency will hold a regularly scheduled meeting on April 18, 2012 at 2:00 p.m. in 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 21, 2012 meeting**
- **Financial Reports and/or Requests for Payments**
- **New and Unfinished Business**
 - OCP Report
 - Chairman's Report
 - Executive Director Report
 - OCBA Report
 - New Website roll-out
 - Discussions
 - *OCP – Request for funding in the amount of \$40K
 - Annual Report - Update
 - OCFC Micro-Loan Program Meeting
 - The Marketplace – Ongoing FOIL requests and Public Hearing
 - *Hudson Valley Film Commission – Grant Application
 - *HVADC – Request for Agent Status
- **Resolutions**
 - CNC – Advanced Manufacturing
 - Carlisle Construction – Final Resolution
- **Such other and further business as may be presented**
- **Public Comments**
- **Adjournment**

Dated: April 17, 2012

Stephen Brescia, Secretary

By: James O'Donnell, Executive Director

Orange County Industrial Development Agency
Banks Accounts/Certificates of Deposit/Money Markets Accounts
As of March 31, 2012

Listed in order of maturity date.								
#	Purchase Date	Maturity Date	# of Days	Bank	Principal	Interest Rate	Interest Amount	Status
1	10/5/07	1/4/08	91	Catskill Hudson Bank	\$ 2,820,045	5.03%	\$ 37,931.64	closed
2	12/10/07	1/15/08	36	Catskill Hudson Bank	\$ 1,000,000	4.82%	\$ 4,820.00	closed
3	12/10/07	2/19/08	71	Catskill Hudson Bank	\$ 1,000,000	4.79%	\$ 9,446.94	closed
4	1/4/08	3/18/08	74	Orange County Trust	\$ 1,000,000	4.52%	\$ 9,291.11	closed
5	1/4/08	4/15/08	102	Catskill Hudson Bank	\$ 1,000,000	4.75%	\$ 13,458.33	closed
6	1/4/08	5/20/08	137	Catskill Hudson Bank	\$ 1,000,000	4.75%	\$ 18,076.39	closed
7	1/15/08	6/17/08	154	Catskill Hudson Bank	\$ 1,000,000	4.45%	\$ 19,036.11	closed
8	2/19/08	7/15/08	147	Catskill Hudson Bank	\$ 1,000,000	3.13%	\$ 12,780.83	closed
9	7/15/08	9/17/08	63	Catskill Hudson Bank	\$ 1,000,000	3.13%	\$ 5,477.50	closed
10	8/19/08	10/15/08	55	Catskill Hudson Bank	\$ 1,000,000	3.06%	\$ 4,675.00	closed
11	9/17/08	12/17/08	91	Catskill Hudson Bank	\$ 4,800,000	3.18%	\$ 38,584.00	closed
12	10/15/08	4/15/09	182	HSBC	\$ 1,004,690	3.70%	\$ 18,793.00	closed
13	12/17/08	6/17/09	182	Orange County Trust	\$ 5,342,486	3.12%	\$ 83,114.44	closed
14	4/15/09	10/21/09	189	Orange County Trust	\$ 1,023,484	1.40%	\$ 7,419.55	closed
15	6/17/09	12/16/09	182	Orange County Trust	\$ 5,425,922	2.10%	\$ 56,816.10	closed
16	10/21/09	1/20/10	91	Catskill Hudson Bank	\$ 530,917	1.02%	\$ 1,368.88	closed
17	12/16/09	3/17/10	91	Orange County Trust	\$ 2,800,000	0.85%	\$ 5,934.00	closed
18	12/16/09	6/16/10	182	Orange County Trust	\$ 2,682,739	1.32%	\$ 17,657.56	closed
19	1/20/10	9/15/10	238	Orange County Trust	\$ 532,285	0.80%	\$ 2,776.63	closed
20	3/17/10	9/15/10	182	Catskill Hudson Bank	\$ 1,400,000	0.65%	\$ 4,600.56	closed
21	12/29/09	12/15/10	351	Orange County Trust	\$ 750,000	1.05%	\$ 7,572.95	closed
22	3/17/10	3/16/11	364	Catskill Hudson Bank	\$ 1,405,933.70	0.70%	\$ 9,950.89	closed
21	6/16/10	6/15/11	364	Orange County Trust	\$ 2,300,396.06	0.75%	\$ 17,205.70	closed
22	6/15/11	12/21/11	189	Orange County Trust	\$ 2,317,650.08	0.45%	\$ 5,400.44	closed
23	12/21/11	12/19/12	364	Orange County Trust	\$ 2,323,050.52	0.50%	\$ 11,583.43	open
					Amount	% of total		rate
Bank Accounts				Chase - checking	\$ 393,841.00	5%	bank account	
				Chase - savings	\$ 5,101.02	0.1%	bank account	0.05%
Certificates of Deposit				Orange County Trust	\$ 2,323,050.52	31%	CD	0.50%
Money Market				Orange County Trust	\$ 4,039,867.64	54%	MM	0.40%
				HSBC	\$ 679,804.32	9%	MM	0.30%
				total	<u>\$ 7,441,664.50</u>	<u>100%</u>		

Orange County Funding Corporation
As of March 31, 2012

				Chase - checking	\$ 133,042		bank account	
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Orange County Industrial Development Agency
Income and Expense Summary
April 2012

	Mar. 2012	Jan 1 - Mar '12	Budget	\$ Over Budget
Income				
Closing Fees	\$ -	\$ 4,000.00	\$ 983,333	\$ (979,333)
Fees	\$ -	\$ -	\$ 563,000	\$ (563,000)
IDA Administrative Fees	\$ -	\$ 5,000.00	\$ 7,500	\$ (2,500)
Interest Earnings	\$ 1,420.07	\$ 5,006.12	\$ 30,000	\$ (24,994)
Orange County Bus. Accelerator				
Client Rents	\$ -	\$ 34,291.00	\$ 93,000	\$ (58,709)
HVEDC Rent	\$ -	\$ -	\$ 40,000	\$ (40,000)
Interest	\$ -	\$ -	\$ 300	\$ (300)
Sponsorship	\$ -	\$ -	\$ 2,000	\$ (2,000)
Utility Reimbursements	\$ -	\$ -	\$ 5,000	\$ (5,000)
Total Orange County Bus. Accelerator	\$ -	\$ 34,291.00	\$ 140,300	\$ (106,009)
Pass Thru Legal Fees	\$ -	\$ 5,000.00	\$ 7,500	\$ (2,500)
Recovered Funds	\$ -	\$ 9,593.32	\$ 255,000	\$ (245,407)
Total Income	\$ 1,420.07	\$ 62,890.44	\$ 1,986,633	\$ (1,923,743)
Expense				
Administrative Costs				
Advertising	\$ -	\$ -	\$ 1,500	\$ (1,500)
Auditors	\$ 1,500.00	\$ 1,500.00	\$ 13,000	\$ (11,500)
Insurance	\$ -	\$ -	\$ 7,000	\$ (7,000)
Mileage	\$ -	\$ -	\$ 500	\$ (500)
OCIDA Admin. Support	\$ -	\$ -	\$ 15,000	\$ (15,000)
Secretary/Bookkeeper	\$ -	\$ -	\$ 47,130	\$ (47,130)
Total Administrative Costs	\$ 1,500.00	\$ 1,500.00	\$ 84,130	\$ (82,630)
Agency Contribution Costs				
Hudson Valley Eco. Dev. Corp.	\$ -	\$ -	\$ 20,000	\$ (20,000)
O.C. Empire Zone	\$ -	\$ -	\$ 5,000	\$ (5,000)
O.C. Foreign Trade Zone	\$ -	\$ -	\$ 25,000	\$ (25,000)
O.C. Partnership	\$ -	\$ -	\$ 200,000	\$ (200,000)
Patterns for Progress	\$ -	\$ -	\$ 17,000	\$ (17,000)
Total Agency Contribution Costs	\$ -	\$ -	\$ 267,000	\$ (267,000)
Legal				
Legal	\$ 10,722.50	\$ 32,600.59	\$ 96,000	\$ (63,399)
Legal, Pass Thru	\$ -	\$ 5,000.00	\$ 7,500	\$ (2,500)
Total Legal	\$ 10,722.50	\$ 37,600.59	\$ 103,500	\$ (65,899)
O.C. Business Accelerator				
Business Accelerator Funding	\$ -	\$ 175,500.00	\$ 682,000	\$ (506,500)
Total O.C. Business Accelerator	\$ -	\$ 175,500.00	\$ 682,000	\$ (506,500)
Other Expenses				
Conf. Seminars & Events	\$ 702.71	\$ 880.69	\$ 5,000	\$ (4,119)
Miscellaneous	\$ -	\$ 310.91	\$ 5,000	\$ (4,689)
Promotional Expenses	\$ -	\$ -	\$ 30,000	\$ (30,000)
Total Other Expenses	\$ 702.71	\$ 1,191.60	\$ 40,000	\$ (38,808)
Projects				
Projects	\$ 20,000.00	\$ 71,202.00	\$ 350,000	\$ (278,798)
Total Projects	\$ 20,000.00	\$ 71,202.00	\$ 350,000	\$ (278,798)
Total Expense	\$ 32,925.21	\$ 286,994.19	\$ 1,526,630	\$ (1,239,636)
Income Over/Under Expenditure	\$ (31,505.14)	\$ (224,103.75)	\$ 460,003	\$ (684,107)



Hudson Valley AgriBusiness
Development Corporation

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

April 3, 2011

Mr. James R. Petro Jr., Chairman
Mr. James O'Donnell, Executive Director
Orange County IDA
Orange County Government Center
255 Main Street
Goshen, NY 10924

Re: HVADC Support of OC IDA

Dear Mr. Petro and Mr. O'Donnell:

I am writing this to request a renewal of the commitment of the Orange County IDA to HVADC, as per our meeting and discussions. We are sincerely grateful for the initial support and look forward to a new three-year commitment of \$25,000 per year. This will match Columbia Economic Development Corporation, Dutchess IDA, and Ulster IDA commitments in hand, as well as the new commitment of the Sullivan IDA.

HVADC understands the IDA has received from special counsel a legal opinion that IDA funds may not be disbursed to not-for-profit organizations for general operating expenses. Funds may be paid for authorized IDA purposes to agents of the IDA, who are performing authorized IDA activities as the IDA's agent. The funds from the OCIDA will only be used towards programmatic needs and will not utilize the money for administration costs. The activities will be *directly* related to the purposes set out in the next paragraph. The activities will not include training, travel, internal organizational affairs, or fund-raising.

The IDA's statutory purposes under Section 858 of the NYS General Municipal law are "to promote, develop, encourage and assist in acquiring, constructing, reconstructing and improvingindustrial, manufacturing, warehousing, commercial, research and recreation ... [and] educational or cultural facilities "

We respectfully request the OCIDA consider designating HVADC as an agent of the IDA. In calendar year 2012, 2013 and 2014 HVADC will agree to act as an agent of the IDA in furtherance of the above-referenced IDA purposes through our existing Incubator Without Walls (IWW) and Hudson Valley Bounty (HVB) Programs.

I look forward to the opportunity to present specific examples to the IDA of projects HVADC is assisting with the IWW and HVB programs. Below are specific examples of HVADC activity in Orange County that supports the IDA statutory purposes:

- 1.) Technical assistance to farmers implementing USDA Value Added Grant Awards.

- 2.) Business expansion counseling to a local farmers seeking to add process capacity and expand operations to make room for next generation.
- 3.) Local vegetable sourcing for Farm-to-Table Co-packing and other regional commercial buyers.
- 4.) Business planning services to local farmers seeking to diversify production.


HVADC is also actively evaluating the creation of a dedicated capital pool for funding regional agribusiness development. A sub-committee of HVADC Board Members, private investors and others are committed to developing an agribusiness revolving loan fund. Discussions have begun with local banks and traditional lending institutions with positive indications of participation from several local banks in the region.

Our team is working to ensure HVADC meets the need of the Orange County agribusiness community. Together we have made many presentations and facilitated significant dialog, which has focused on the critical role farming and agribusiness has in the County. Through the last several years HVADC has developed formal presentations and publications. These illustrate the tangible connections between keeping our farmers as viable businesses and their roles in the traditional economic development and tourism programs of our region.

I would be happy to make a brief (or extended) presentation of these findings to the IDA. HVADC has illustrated the support for and role of agribusiness development from Washington DC for Federal Program Officials, to New York City for City EDC staff on up to Albany and Hudson Valley Regional leaders. The Orange County IDA is a critical partner in this support and we look forward to a continued commitment.

Please feel free to contact me at anytime if there is anything you need of HVADC. Again, thank you for support over the past three years. I appreciate the opportunity to approach the IDA at its next meeting and respectfully request a renewal of our partnership.

Sincerely,



Todd M. Erling
Executive Director, HVADC

David Church, AICP
Chairman, HVADC Board of Directors

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GUIDELINES FOR GRANT APPLICANTS

These guidelines are provided to help your organization prepare a complete grant 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 Industrial Development Agency Board.

Orange County Industrial Development Agency 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
- Promotes Tourism
- Has clear goals and objectives for Economic Development

Orange County Industrial Development Agency 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 grant application

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GRANT APPLICATION FORM

ORGANIZATION

Name of Organization: **Hudson Valley Film Commission, Inc**

DATE: April 12, 2012

Project Title: HVFC Expansion and Economic Development Project

Address: PO Box 1406, 13 Rock City Road

City/Zip Code: Woodstock 12498

Telephone: 845.810.0131

E-mail Address: filmcommission@me.com

Name of Contact: Laurent Rejto

Title: Film Commissioner

Specific amount requested from Orange County IDA: \$40,000 for 3 consecutive years.

Have you received any grants or other forms of assistance from the Orange County Industrial Development Agency in the past? ____ Yes No Dates and amounts _____

Have you received any other assistance from other agencies or organizations? Yes ____ No
If yes, please indicate from whom and the type or amount.

Ulster County IDA \$40,000 (2011) \$40,000 (2010) \$30,000 (2009) \$40,000 (2008) \$50,000 (2007)

(Please remember that your request will receive the same consideration whether or not you have had previous requests in the past with the Orange County IDA.)

ORGANIZATION BACKGROUND

(Include a brief history of your organization.)

The mission of the Hudson Valley Film Commission (HVFC) for the past 13 years has been to bring sustainable economic development to the Hudson Valley, including Orange County, by attracting, supporting and promoting local film, video and media production including movies, ads, industrials and fashion shoots.

HVFC has been successful in creating jobs, work opportunities for local businesses. In 2011 HVFC tracked over \$5.5 million dollars in direct spending from local production work — over \$40 million since 2008.

HVFC offers production companies location services, crew and casting calls, vendor referrals, permit information and any other information that can bring a film to the region.

As a certified state film commission, HVFC provides services free of charge. HVFC also offers a free production directory to help Hudson Valley residents & businesses offer their services via listings and postings. See www.hudsonvalleyfilmcommission.org

HVFC has also taken an active role in qualifying and then promoting NYS certified sound stages in the region, including three (3) in Orange County.

DESCRIPTION OF PROJECT

(Please indicate the amount of the project, capital investment, job creation and economic benefit to Orange County and its residents. Please provide a concise description of the need or problem to be addressed. Include the overall goals and purposes of your organization or specific department concerned, the specific purpose of the funds, and how the objective will be accomplished. Moreover, what is unique about your program? Include photos, drafts, charts, drawings, supporting documentation and any phasing, if more than one. Indicate what years funding represents and a breakdown. Please attach additional pages if more space is needed.)

The Hudson Valley Film Commission is seeking to maintain and expand its ability to attract film production to Orange County and the region. The motion picture and television industry is responsible for over 86,000 direct jobs and \$7.7 billion in wages in New York, including production and distribution. Over 43,000 jobs are production related.

HVFC works tirelessly in a very competitive environment to bring more of production jobs to the area. This often includes soliciting films that are slated to work out of state or the region.

To achieve these goals, HVFC **needs to:**

- Update the website and upgrade code in order to keep up with other, better funded commissions
- Keep in constant contact with production companies, location scouts, film funding agencies and others who can lead to new projects in the region
- Increase our ability to respond to potential productions in a quick and even more efficient way. This includes upgrading computer systems and increasing staff
- Increase national and international visibility through press releases, ads and editorials
 - See UMBRA studios press release @ http://hudsonvalleyfilmcommission.org/press/2011_umbrastage.htm
- Constantly add to its huge photo library by collecting photos from around the region
- Maintain an office environment that is welcoming to companies and individuals seeking to create work in the region. These expenses include mortgage, maintenance and utility costs at our office located at 13 Rock City Road in Woodstock, NY
- Create educational and training opportunities
- Create opportunities for new businesses that can serve the production industry
- Works with local companies to create new business opportunities
 - HVFC recently teamed up with Laird Telemedia to develop 60 new products that are geared for video production. These products are manufactured and sold locally.

BUDGET

Specific amount requested from the Orange County Industrial Development Agency: \$40,000 each for 3 consecutive years.

(Please include an itemized budget for this project and total program, your current sources of income and expenses, a balance sheet for the past year and contributions from other institutions or organizations, if any.)

See Attached

TARGET POPULATIONS AND PERFORMANCE SITE(S)

(This project must show its benefits to all of Orange County and the residents or describe the unique benefit to a specific segment of Orange County that may not happen if the Orange County IDA were to reject this Grant.)

The LOCAL economic impact results from full and part time jobs, and revenue for local vendors who provide services to the industry including accounting, actors, caterers, crew members, food, gear, location managers, location rentals, lodging, special effects, tent rentals, transportation and much more.

HVFC promotes the region heavily around the country at events like Sundance in Utah, South By Southwest in Texas, LAFF in Los Angeles and other venues that attract production companies. Tens of thousands are also reached through monthly newsletters, press releases and other social networking tools including Twitter, Facebook, Blogger, Google, YouTube, iContact and mobileme. The HVFC website, which is maintained and updated regularly includes a **FREE directory that promotes regional businesses and/or residents** that can provide a service to the film/video industry and a public message board to share job information.

EVALUATION

(How will you determine the impact of this project if funded? [For example, a survey, appraisal of physical improvements or attendance figures.] Please be specific.)

HVFC keeps track of every production that we work with in order to get an accounting of the amount of funds spent in the region. This ranges from constant email and telephone contact with producers and managers. HVFC also tracks if photo referrals lead to productions and follows up to see if Soundstage referrals resulted in local production. In 2011, the two films that rented UMBRA in Newburgh were referred by HVFC.

At the end of each production, HVFC sends out a survey so that accurate numbers (including overall budget, money spent locally, number of room nights rented and local crew hires) can be tracked.

The following numbers are from AMERICAN CHOPPER, which is in production 284 days the year. Between Jr and Sr, each production team has between 8-9 paid crew. The company, California based Pilgrim Films, rents 2 crew houses for the LA and NYC guys. Anytime, the show hosts people, they stay at local hotels and the crew LOVE the local restaurants; Red Ginger, Yobo, Cincola, just to name a few.

Impact is also tracked through the success of a production through distribution, as this can have further economic impact through TOURISM. The best example is the success of AMERICAN CHOPPER, which draws people to the area **thanks to the TV show**. Additionally, other shows including EXTREME MAKEOVER, LONG WAY ROUND have filmed with AMERICAN CHOPPER – a double bonus.

HVFC also evaluates impact by repeatedly working with people and companies who are delighted with the area in terms of locations and work expertise.

PLEASE RETURN THIS APPLICATION TO:

Orange County Industrial Development Agency
Orange County Government Center
255 Main Street
Goshen, NY 1092

Anthony S. Campagiorni, Esq.
Vice President - Business Development
and Governmental Affairs



March 15, 2012

Philip Crotty, Esq.
Orange County Industrial Development Agency
P.O. Box 363
Cornwall-on-Hudson, NY 12520

RE: Central Hudson's Economic Development Program

Dear Mr. Crotty:

It was a pleasure speaking to you about Orange County Community College and the Orange County Industrial Development Industrial Agency combining forces to create an advanced manufacturing training center for its CNC initiative in Newburgh. I would like to commend you for your forward thinking about how to create a workforce of the future and how vital this program is for the Hudson Valley.

As part our Central Hudson Economic Development Program, the company may be able to assist the project in the following manner:

- Up to \$100,000 maximum build out or \$10/SF, whichever is less.
- Funding can be used for wiring of the buildings, including equipment for uninterrupted power systems, back-up generation, advanced energy efficiency heating and cooling systems, advanced energy efficiency lighting, and air handling/changing systems.
- Support is on reimbursement basis and cannot constitute more than 20% of overall project costs.
- Matching contribution of similar amount must be made by a local economic development corporation; industrial development agency; local, county, state, or federal government or agency; and/or college or university. The matching contribution can be in the form of overall project costs and need not track Central Hudson's funding on an item by item basis.

It seems that the project we discussed fits the criteria, but this letter does not constitute a commitment of funding at this time but rather an indication that the project seems favorable for Central Hudson participation. A business plan for the advanced manufacturing center and a program application would first need to be filled out in order to get a Central Hudson commitment.

I look forward to working with you on this exciting project.

Sincerely,

A handwritten signature in cursive script that reads "Anthony S. Campagiorni".

284 South Avenue Poughkeepsie NY 12601
Phone: (845) 486-5201 Fax: (845) 486-5544
email: acampagiorni@cenhud.com

www.CentralHudson.com