

# ORANGE COUNTY INDUSTRIAL DEVELOPMENT AGENCY

## MINUTES

April 18, 2012

A regular meeting of the Orange County Industrial Development Agency was convened in public session on April 18, 2012 at 2:00 P.M. at the Orange County Business Accelerator, in New Windsor, New York.

The meeting was called to order by the Chairman, James Petro, and upon roll being called, the following were:

PRESENT: James Petro, Stephen Brescia, John Steinberg, Henry VanLeeuwen, Robert Schreibeis, Robert Armistead, Mary Ellen Rogulski

ABSENT: None

ALSO PRESENT: James O'Donnell – Executive Director  
Joel Kleiman – Chief Financial Officer  
Phil Crotty – Attorney  
Laurie Villasuso – Administrative Assistant  
Peter Gregory – Orange County Business Accelerator  
Maureen Halahan – Orange County Partnership  
Marge LaPerle – Orange County Partnership  
Brian Gates – HVEDC  
Michael Oates – HVEDC  
James Walsh – Times Herald Record  
Donald Green – SUNY Orange  
Alan Seidman – Orange County Partnership  
Heidi Enrich – Hudson Valley Film Commission  
Michael Burke – Hudson Valley Film Commission  
Laurent Rejto – Hudson valley Film Commission  
Mike Finnegan – Continental Organics  
Bill Madden – Focus Media  
Charles Frankel – attorney for Carlisle Construction  
John Morrow – Ulster County IDA  
Steve Perfit – Ulster County IDA  
Melinda Beuf – UCDC/UCIDA  
Mike Anagnostakis – Orange County Legislature  
Patrick Berardinelli – Orange County Legislature  
A. Jane Johnston – Newburgh Advocate

Chairman, James Petro calls the meeting for the Orange County IDA, April 18, 2012 (Pledge of Allegiance is recited). Board consists of seven members. There is a quorum.

Review of the prior March 21, 2012 meeting minutes. Motion made by Brescia, seconded by Armistead to approve the minutes as presented. Affirmative votes of all members present resulted in motion carried.

Roll Call taken.

### **Financial Report And/or Request For Payment**

Joel Kleiman, Chief Financial Officer, refers to the bank account summary as of March 31, 2012.

*[Mr. VanLeeuwen joins the meeting]*

The book balance of that date is just over \$7.4M. He also notes that First Niagara Bank has purchased all HSBC branches in the mid-Hudson area. He informs the Board that money will be moved out of the HSBC accounts to the highest rates in the area. Next month, First Niagara will replace HSBC on our bank depository list. The transition from HSBC to First Niagara will not take place till mid-to-late May.

Chairman Petro notes for the minutes that Orange County Legislators Mike Anagnostakis and Pat Berardinelli, along with Mr. Brescia, are attending the meeting.

Mr. Kleiman moves on to address the Monthly Income and Expense summary for the end of March. Revenues to date are \$62,890 and expenses of \$286,994.

*[Ms. Rogulski joins the meeting]*

Moving on to the vouchers, Mr. Kleiman informs the Board that there was no income for the month, but payments/vouchers total \$307,572.89.

Motion made by Armistead, seconded by VanLeeuwen, that the Board accepts the financial report and authorization of payments and vouchers for April 2012. Open for discussion. Affirmative votes of all members present resulted in motion carried.

Mr. Kleiman adds that all required reports were submitted through the PARIS system to New York State comptroller's office prior to March 31, so that the Orange County Industrial Development Agency is in compliance for the 2011 fiscal year.

## **OCP Report**

Maureen Halahan presents some of the vision and focus of OCP's 2012 marketing campaign. The Board of Directors for the OCP this year wanted to stay very focused on marketing efforts. Ms. Halahan explains that when she first joined the organization their finances were comprised of 1/3 IDA contract, 1/3 county government support and 1/3 private sector. Over the years, OCP has grown the private sector support to 58%, and largely that support has come from projects that have closed, but also from the community who sees that if OCP does a good job, it benefits the community. She adds that the OCP Board of Directors is very focused on keeping a strong financial picture.

Ms. Halahan distributes a marketing overview. She explains sections of the overview – Site Selector Magazine, Business Retention & Expansion, Newsletters and increased trade shows. She adds the OCP is determined to promote and market the IDA. In that vein, she shares with the Board the Wall Street Journal campaign.

OCP came up with a very strategic list of where they would like to advertise in the WSJ. Ads in the journal are roughly \$50K, for one single ad. One day a week, however, they have Real Estate Day. On that day they insert flyers and magazines, and they never insert more than two. When OCP met with WSJ, they discussed their target market – the Teterborough Airport area, the Northern NJ area, and the Fairfield County, CT area. For every 10k desks the insert hits, it costs \$1588 for the mailing alone.

She shows the Board the rough draft of the insert they will produce. It will give an overview of the county, talk about the location and infrastructure, and incentives – IDA, FTZ, utilities. They highlighted the featured sites of the county that can be marketed and moved quickly. They sold space in the booklet to their private developers and property owners for \$2000/page, and they are already sold out. They will print 60k of the booklets, 50k of which will be placed in the NJ and CT markets. The other 10k will be taken to the trade shows.

At the same time as the WSJ campaign takes place, OCP has developed and designed a TV commercial. It is in the early stages, and will be done next month. In thirty seconds, it includes workforce statistics, FTZ, IDA, featured sites, and a little bit of all Orange County has to offer, including the airport, trains, rail, infrastructure, etc. The target areas are in NJ and CT, and will air on CNN, CNBC, ESPN, Golf, The History Channel, MSG, NBCS, National Geographic, Yes, Science Network. They will launch the ad campaign, and in the second week of the TV ad, the WSJ ad will go out. In the WSJ insert, there will be a QR code, and anyone who scans the QR code will see the commercial.

The campaign will launch in May. She adds that OCP has a new phone system so there will be one phone line dedicated to this WSJ/TV campaign and they will be able to measure their success from that line and report it accordingly.

Overall for the year, the Partnership anticipates spending \$117,058 on this entire marketing campaign.

Today, Ms. Halahan asks the IDA for their support in assistance in the WSJ and Cable Network campaign. It is a special project asked outside of the current OCP/IDA contract. The total amount of their request is \$45,477.

Chairman Petro adds that the Town of New Windsor has purchased a page in the insert.

Chairman Petro then reads aloud a letter from County Executive Edward Diana “to support the proposal that the Orange County Industrial Development Agency provide the Orange County Partnership with additional funding, above what it already provides, in the amount of \$40,000.00”

Mr. Armistead notes that the time is right and makes a motion to approve the request. VanLeeuwen seconds the motion to approve the grant for \$40K. Chairman Petro notes that it is a one-time grant in addition to the \$200k the IDA already gives to the Partnership.

Mr. O'Donnell adds that when he met with Ms. Halahan and County Executive, among other attendees, and she initially presented the insert, they agreed that OCP would add the FTZ and the IDA logos on the front page and within the insert itself. Ms. Halahan agrees and notes that the final draft will include the requested logos. Mr. O'Donnell also asks that someone make a motion to change the original motion to increase the approved amount to \$45,477; the reason the County Executive's letter indicated support of a \$40K contribution was due to the fact that the County Executive's office didn't have the exact figure of the OCP's request at the time the letter was written.

*[Mr. Steinberg joins the meeting]*

Mr. Armistead amends his motion to reflect the requested and approved amount to be \$45,477. He also adds that the approval is contingent on the logos being added as discussed, and that someone approves the insert before it goes out. Ms. Halahan agrees. Mr. VanLeeuwen seconds the motion. Open for discussion. Motion carried with six ayes and 1 abstention. Resolution adopted.

Mr. Steinberg notes that he abstained solely because he was absent for the presentation.

Ms. Halahan thanks the Board for their support.

Mr. Seidman, on behalf of the OCP, thanks the Board for their continued support. He wished to point out that the OCP is intentionally operating at a deficit budget this year, and wants to show that they are committed to spending down part of their assets, and wishes to show that they are part of the team in building economic development in the county.

## **Chairman's Report**

First, Chairman Petro wishes to notify the Board that the Marketplace public hearing has been set for May 3<sup>rd</sup> at 10:00am. The hearing was originally set for March 27<sup>th</sup>, but was postponed because the Town Board of Newburgh was looking for more information. The public hearing will be at the Town of Newburgh's town hall. It is the first public hearing the IDA has had with no specific PILOT in mind – Marketplace's PILOT could be anywhere between 0 and 15 years – and the IDA Board can announce the PILOT at the time it sees fit. This hearing, however, is for gathering information. There will be no action taken at the public hearing, and he will report back to the Board.

The IDA will move forward with the CNC program. Don Green will speak to it later in the meeting.

He notes that the Town of New Windsor is working with the FBI, who plans to have a location within walking distance of the Accelerator.

Chairman Petro advises that Chairman Pillmeier asked that today's IDA meeting be moved to the 911 building in Goshen, due to the fact that some of those in attendance would also be attending the OCP's dinner in Goshen. Chairman Petro, however, felt that holding the meeting one hour earlier alleviated any scheduling conflicts. He goes on to note that, as far as he is concerned, all of the IDA meetings will stay in New Windsor. He believes that the Accelerator is the economic hub of the county. He does note that he is one member of seven, and unless he is out-voted, meetings will stay at the Accelerator.

Mr. Brescia advises Chairman Petro that Chairman Pillmeier had asked him to bring up his concern about having all of the meetings in New Windsor. Chairman Pillmeier believes that a handful of meetings should be in Goshen, the county seat. Chairman Petro advises the room that the Accelerator is what the IDA is trying to promote, everyone can come and see the Accelerator, and having the meeting there makes sense. He asks the room to comment.

Mr. Armistead feels that either location is fine. Mr. Steinberg likes the meeting at the Accelerator. Mr. Brescia notes that he likes having the meetings at the Accelerator, as well.

Mr. Berardinelli offers to Chairman Petro that if all meetings were at 2:00, perhaps more legislators can attend the IDA meetings. Chairman Petro asks the room how they feel about moving the meetings to 2:00. Mr. O'Donnell adds that moving the meeting time to 2:00 won't solve the issue of legislators not attending. Mr. Berardinelli suggests that if the meetings are held at 2:00, then legislators can at least come for part of the meeting to get a taste of the IDA meetings.

Ms. Rogulski adds that the Accelerator is the face of the IDA, and it is a way to demonstrate what the IDA has accomplished so far.

Chairman Petro asks the members how they feel about starting the meetings at 2:00. No one takes issue with the scheduling change.

Lastly, Chairman Petro and Mr. Crotty have discussed the possibility of setting aside \$500k of IDA funds for economic development within the county. Any town, municipality, village, etc., within the county with an idea for economic development can approach the IDA for the funds. The idea is very conceptual, he stresses, and parameters have not been addressed yet. The funds would be given as grants for economic development.

While there are questions about the parameters of the project, it is decided that it is worth looking into.

## **Executive Director Report**

Mr. O'Donnell went on a site visit at the former prison in Warwick, along with OCP, HVEDC, Supervisor Sweeton, and a data center company. The visit was promising – the data center's choices are between this and one other site. However, the issue with this particular site is that the State holds the property rights to the former prison, and has not turned over those rights to Town of Warwick. He suggests a letter and/or resolution from the IDA Board requesting that the State fast track that issue. The longer we wait for the property to be turned over to the Town of Warwick, the more economic development opportunities we're missing. He asks that Mr. Crotty draft a letter to the Governor to fast track the turn-over of property rights from the state to the town, for economic development purposes. He reminds the Board that there is a good chance that the data center will be lost because the property has not been turned over.

Mr. O'Donnell met with HVEDC regarding the start of a mini-MBA program in Orange County. The initial meeting was Mr. O'Donnell, Mr. Oates and Mediacom. It is a very promising project, which has been done elsewhere successfully. It is a certificate program.

Mr. O'Donnell also informs the Board that he met with OCP on the \$40K request for the WSJ insert and recommended changes.

The attorney for Shamrock Creek/Centerline Studios visited with Mr. O'Donnell for documents relating to the Shamrock Creek/Centerline project, and Mr. O'Donnell reiterated the concern of the Board in collecting our \$20K fee. As soon as Shamrock gets the money from Walden Savings Bank, they are supposed to cut the IDA a check for the fee.

Mr. O'Donnell also attended the Tourism and Travel Expo in Poughkeepsie with the Director of Tourism. The expo focused mostly on the American Bus Association, and the Director of Tourism will come to the next meeting to make a presentation on Tourism and how much it means to economic development.

Additionally, he attended a grand opening of New York International University. It is a nice opportunity to have another college in the County, and is near Sterling Forest.

Lastly, Mr. O'Donnell introduces Mr. Oates to continue the conversation for the Hudson Valley Food and Beverage Alliance. Misters O'Donnell and Oates recently had a meeting with the Brotherhood and other Wineries, and Mr. Oates will also be going to Washington DC to meet with Senator Schumer, so Mr. O'Donnell believes that the time is now to become a founding member of the Food and Beverage Alliance. He turns it over to Mr. Oates.

Circling back to the mini-MBA program, Mr. Oates clarifies that it is a certificate program, which has been done through BioHudValley, targeting biotech companies; it is a three day program for scientists – low to mid-level management – to learn business skills, bringing in 25 executives, as opposed to doing that training out of the state. It is taught by a Columbia professor, and is highly effective. The program Mr. O'Donnell referenced earlier wouldn't be science-focused, but would focus more on Mediacom's needs. The new program will mirror the one currently in use in Westchester.

Moving on, Chairman Petro asks Mr. Oates to address the use of the \$20K fee the IDA would pay to be a founding member of Hudson Valley Food and Beverage Alliance (HVFBA). Mr. Oates informs Chairman Petro that the funding for HVFBA is provided by its members, and is all directed towards marketing and supporting programs. As an example, Mr. Oates offers his upcoming trip: He will be Washington this week to meet with an organization called Brand USA which, in cooperation with Senator Schumer, has identified a public-private partnership, and has opened an opportunity for HVFBA to apply for a tourism grant to attract international tourists to the wine, spirit and distillery trail throughout the Orange County and Hudson Valley area. He will discuss with Brand USA the development of an integrated marketing campaign designed to increase travel in the area, which will affect not only the wine and spirit trail, but will also impact the hospitality industry. HVFBA's efforts will encourage branding and marketing to integrate retail

establishments, the airport, and the food and beverage industry so that all industries can work together to increase partnerships and tourism in the area. He adds that increasing the partnerships and tourism will increase the jobs available in the area.

Chairman Petro asks Mr. Brescia, as Governance Chair, to comment on the project. He states that Governance Committee is behind the project.

Mr. Crotty has prepared a resolution designating Hudson Valley Food and Beverage Alliance as an IDA Agent, and authorizing \$20K for the food and beverage sales and marketing program.

Mr. Crotty reads the Resolution aloud. Motion made by Brescia, seconded by VanLeeuwen. Open for discussion. Affirmative votes of all members present resulted in motion carried.

Mr. Crotty reads aloud the Resolution directing Letter and Resolution to Governor Cuomo regarding Warwick Prison. Motion made by Armistead, seconded by VanLeeuwen. Affirmative votes of all members present resulted in motion carried.

### **OCBA Report**

Mr. Gregory introduces Mr. Madden, who is attending the meeting to help roll out the new Orange County Business Accelerator website, and Mr. Finnegan of Continental Organics.

To start, Mr. Gregory reviews the Accelerator finances and asks the members to refer to the budget spreadsheet included in their packets. He notes that a few purchases have impacted the budget, and that the marketing portion of the budget reflects the work on the new website.

With no questions about the budget, Mr. Gregory moves on to review the new website, which he displays for the members. Scrolling through the website, whose web address has remained [www.ocaccelerator.com](http://www.ocaccelerator.com), he points out the new features, which include a cleaner tab section, along with upcoming events and photo sections. In addition, the revamped site includes a web infomercial and an Accelerator application.

Chairman Petro also discusses updating maps so that GPS and Google Earth can locate 4 Crotty Lane, as the old street name is still necessary to find the location. Mr. Crotty suggests the Town Engineer may have something to do with it and offers to contact him.

Chairman Petro then notes that there is a new tenant upstairs, and they have made 2K square feet available to the Accelerator if it is needed. When using the space is appropriate, it will be discussed with the Board.

Mr. Gregory notes that there is a nice pipeline of prospects, and one new client was signed two nights ago. The new client develops a consumer electronics product. The client runs IBM's social media. In addition, another possible young client makes metal smartphone cases. The most exciting part of his product is that it uses CNC Machines to customize the product.

There is also a middle ground Associate program which pays about half of the resident clients; this type of client might not be a resident or associate client, but works with the Accelerator and its partners, such as the Orange County Chamber and the Entrepreneur Assistance Program, along with the Small Business Development Center.

Mr. Gregory introduces Mr. Finnegan of Continental Organics. He begins by noting that the Hudson Valley is branding itself as a "foodie" and the organic food production communities. The HVFBA has helped to promote this brand. He thanks the Board once again for the loan it extended to Continental Organics, which Continental Organics has since paid back.

In their first month of operation, Continental Organics was cash flow positive. They have 17 people employed, 8 of whom are Orange County residents, 5 of whom are veterans and 2 of whom are college hires. There are openings for veterans and college students at this time.

He continues to note that ground was broken on Phase II last week. Mr. Finnegan also notes that they hope to open up for a local sale day at the farm, offering their product at wholesale prices to the public. They hope to start in May. Eventually they will sell both fish and greens, but at this time it will be greens only, as the fish are not mature yet.

The model for Continental Organics has changed, however. They had hoped to sell in NYC and to West Point, but because of local interest, they are happily selling to Adam's Fair Acre Farms, Cosimo's, CIA, Red Barns, Schlesingers Steak House, to name a few. They will be dedicating a learning center on the site for local school kids to tour the site to see what Aquaponics is about. There has been a lot of investor interest thanks to HVEDC and Mr. O'Donnell. They are not accepting investors at this time, but they do appreciate the interest.

Continental Organics was featured in three major publications recently: Seafood Source named Continental Organics as the most pure and most sustainable aquaculture facility in the US. Dirt Magazine is featuring Continental Organics for their future organic dirt farming project. And Hudson Valley Business Journal is interested in their job creation. They have been interviewed for a major innovation magazine out of Chicago, which will be out in the fall.

He thanks the Board again for their continued support.

## **Discussions**

### **Annual Report**

Mr. O'Donnell informs the Board that he will receive the first draft of the report tomorrow, and will most likely be able to distribute the completed report to the Board at May's Meeting.

### **Micro Loan Program**

Mr. Crotty notes that the item is listed on the agenda to announce that a Micro Loan meeting will take place immediately after the regular IDA meeting.

### **Hudson Valley Film Commission – Grant Application**

Chairman Petro notifies the Board that HVFC is aware of the fact that they must go before the Governance Committee, but they want to present to the Board at this meeting. Chairman Petro has already reviewed the request, and he notes that HVFC has already received a \$40K grant from the Ulster County IDA, and has made a presentation to the Dutchess County. He reminds the Board that the request is for \$40K, but that the Board may approve another amount if they see fit.

Mr. Perfit, managing director of Cushman & Wakefield/Pyramid Brokerage in Newburgh and Treasurer of Ulster County IDA, along with Mr. Morrow, secretary of Ulster County IDA, introduces HVFC on behalf of the Ulster County IDA. About six years ago, he says, the HVFC came before the Ulster IDA requesting grant money. They are a regional organization looking to attract films to the Hudson Valley, and requested funds from the Ulster IDA to promote the Hudson Valley as a film destination. He notes the job and tourism generation to be earned from the Hudson Valley Film Commission. While the Ulster IDA isn't generating a lot of revenue, they have funded the Hudson Valley Film Commission for the past five years to the tune of \$50K, because of the dollars they have generated throughout the region. He adds that HVFC has visited Sullivan and Columbia Counties. He also adds that the Governor fully supports the project, and they have

letters of support but no dollars from the state. He introduces Mr. Rejto. Mr. Rejto informs the Board that HVFC has been around for 13 years. He then turns it over to Ms. Enrich.

Ms. Enrich presents the Board with an overview of the HVFC. She points out that the HVFC has brought in \$5.5M in direct spending in 2011 throughout the counties, much of which was in Orange County. They have brought in over \$40M in direct spending in filmmaking and production since 2008. Those funds bolster businesses and allow the businesses to hire more people. The motion picture and television industry is responsible for 86K direct jobs, and \$7.7 billion in wages, in New York State, and HVFC would like to bring them to the Hudson Valley, by promoting and marketing the Hudson Valley as a destination for film.

The HVFC facilitated the rental of Umbra Newburgh, which is one three soundstages in Newburgh, for production. Along with rental of the space, the production rented 900 room nights, hired ten local crew, and a local caterer. The Newburgh Armory Unity Center is also a certified sound stage. Film productions have cited HVFC as the sole reason for filming in the Hudson Valley.

Ms. Enrich notes that if a film shoots at a New York soundstage, they get certified for a tax incentive. The tax incentive allows the production to spend more money. The Hudson Valley in general offers 9 soundstages, with more production square footage than any other region outside of New York City. The three soundstages in Orange County alone are Umbra Newburgh, United Stage Solutions of New York, and the Newburgh Armory Unity Center. The two films shot at Umbra Newburgh were specifically referred by HVFC.

Ms. Enrich goes on to note that production extends beyond film into television. American Choppers, formerly known as Orange County Choppers, is in production 284 days a year. They rent 2 local houses for crew, and they bring tourists to the area by shooting and being located in this region. Extreme Home Makeover is another production that has taken place in the Hudson Valley. Ms. Enrich goes on to offer a number of examples of televisions and films that had not planned to shoot in the area, but ultimately chose a Hudson Valley location due to the hard work of the HVFC. She notes that HVFC promotes the Hudson Valley through social media, in addition to promoting the area through travel to film festivals around the world.

Mr. Perfit adds that a local restaurant was greatly impacted by one of HVFC's projects, because of catering and tourists looking for the stars. Chairman Petro introduces Mr. Schlesinger who is filmmaker and businessman, who understand the impact of such projects and appreciates the HVFC.

Chairman Petro asks how the requested funds would be used, and Mr. Rejto responds that the funds would be used for marketing the Hudson Valley as a premier destination for film. Once the productions are brought to the area, they can then provide local jobs by hiring local grips, caterers, etcetera. Mr. Perfit adds that for every dollar spent in the Hudson Valley, there is a 1.9 multiplier effect. The Hudson Valley Film Commission has supplied the Board with copies of their current budget.

Mr. Brescia notes that the Governance Committee will discuss the application at the next meeting. Mr. Crotty reminds the HVFC that funds from the IDA must be disbursed directly to vendors, that the Orange County Industrial Development Agency will not simply hand the HVFC a check.

HVFC thanks the Board for their time. While on the subject of grants, Chairman Petro asks Mr. O'Donnell if his office is keeping track of the dollars spent at the Newburgh Armory. He and Ms. Villasuso confirm that the grant funds for the Armory are being monitored, and that the members receive a reconciliation of the Armory's expenditures along with back up documents of any payments that are made.

## **HVADC**

Ms. Villasuso notes for the Board that Hudson Valley Agribusiness has requested to be an agent of the IDA. She would like the Board to confirm that they must go to Governance Committee before next month'



meeting, and asks if the Board would prefer that they fill out a grant application. Chairman Petro would like them to complete the grant application and attend Governance. Chairman Petro adds that he met with Misters Erling and Church and they were interested in also becoming an Associate Client of the Accelerator, but only if the space is available.

Governance is scheduled for 1:00 next month.

### **Carlisle Construction – Final Resolution**

Mr. Frankel, attorney for Carlisle Construction, gives a brief overview of the Carlisle Construction project. Carlisle has received preliminary subdivision site plan approval and SEQRA approval in the Town of Hamptonburgh, and they are going back to the Town for a special use permit. They will start construction as soon as possible, and would like to be complete in the fall.

Chairman Petro adds that the public hearing was already held in the Hamptonburgh Town Hall, and Mr. O'Donnell adds that the project will bring about 75 jobs, and notes that the project threatened to move out of state, so NYS brought the project to the IDA's attention. There is a unique 11year PILOT for the project, and Mr. O'Donnell is still working on the numbers. Chairman Petro notes that even if the PILOT changes from what it was at the time of the public hearing, the IDA does not have to have another public hearing.

Mr. Crotty reads the Final Resolution aloud. Motion made by Steinberg, seconded by Armistead. Open for discussion. Affirmative votes of all members present resulted in motion carried.

### **CNC – Advanced Manufacturing**

Mr. Green gives an update on the CNC program. He reminds the room that the program is a collaboration between the government, the IDA and the college. While there has been quite a bit accomplished, a project coordinator has yet to be hired. Mr. Green says that, at this time, a project coordinator should be hired and focus groups should be organized. Previously, \$13.2K was approved for an Advanced Manufacturing-related travel expenditure. Mr Green asks that a resolution be approved for the remainder of the Advanced Manufacturing expenditure, to be spent on the project coordinator and the focus groups.

Chairman Petro notes that Mr. Crotty secured a grant in the amount of \$100K from Central Hudson, specifically to be used to fit up the building once it is located. Chairman Petro asks Mr. Green about a \$47K grant. Mr. Green informs him Pat Courtney-Strong was able to locate the funds which were used to purchase CNC equipment. SUNY has taken delivery of the equipment, which is in storage. Chairman Petro then adds that Vinnie Cozzolino has secured a grant from the Department of Energy, and Chairman Petro asks Mr. Crotty to explain the parameters of that grant. Mr. Crotty informs the Board that he spoke with the writer of the grant, Mr. Bartley, and asked if a portion of the funds can be used for the CNC exploration process, and Mr. Bartley informed him that while that was not exactly the intention of the grant, it should not be a problem. But first the money must be spent, and then a reimbursement must be submitted.

Mr. O'Donnell reminds the Board that the college secured a grant for the focus groups, and suggests that Mr. Green meet with everyone who has a piece of the grant so that everyone is on the same page. He does not believe that any further IDA funds should be used at this time.

Mr. O'Donnell asks Mr. Green to "explain what the term 'focus group' in that grant – the college's million dollars – means." Mr. Green explains that "it means gathering the world of green energy manufacturers and such," and finding out about their needs in general. He clarifies that the focus group he's referencing in his proposal is very specific. It is four focus groups of no more than 15 or 18 people each, 2 from Orange County and 2 from the region, put together by the IDA and Mr. Cozzolino and Ms. Courtney-Strong, getting just the key players at the table. Once that is completed, the outcomes will be presented to the Board to determine if the CNC program should move forward.

Mr. Armistead adds that we have been discussing this program for six to eight months, and he would like to get it started already. Ms. Rogulski adds that it is not a lot of money, and it should be under way. Mr. Armistead notes that this program is necessary in this region, and would like to move forward. He adds that the Board agreed to spend the \$43.2K last year.

Mr. O'Donnell notes that the Board already authorized \$13K for travel, but he was able to locate \$12K through Steve Knob, so the entire \$13K was not spent.

*[Mr. VanLeeuwen exits the meeting]*

Ms. Rogulski adds that there is nothing wrong with authorizing the expenditure and then seeking other reimbursements. She also advises the room that there are dozens of companies in the Hudson Valley and Orange County who are seeking CNC-trained employees.

Mr. Crotty reads the Resolution authorizing a total of \$43K aloud. Motion made by Armistead, seconded by Rogulski. Open for discussion.

There is some discussion regarding the amount of money authorized in this resolution, because the total amount should be less the \$12k provided by Mr. Knob's department. Ms. Rogulski suggests that Mr. Green provide the Board with a reconciliation. It is suggested that the resolution be amended to authorize \$31K at this time.

Mr. Crotty revises and reads aloud a new resolution authorizing \$31K. Motion made by Armistead, seconded by Rogulski. Open for discussion. Affirmative votes of all members present resulted in motion carried.

With no further business, meeting called for adjournment by Mr. Chairman Petro; motion made by Mr. Brescia, seconded by Rogulski, the time being 5:45p.m.