

MINUTES

DUTCHESS COUNTY ECONOMIC DEVELOPMENT CORPORATION BUSINESS SERVICES COMMITTEE MEETING

Thursday, 01/07/2010 7:45 a.m.
DCEDC, 3 Neptune Road, Poughkeepsie, NY 12601

Present: T. McQuade, J.C. Fouéré, E. Griffin (for R. Chazen), R. Savage, M. Sweeney (for D. Ping), D. Tooker

Absent: R. Akeley, J. Bonura Jr., P. Calogerakis, Dr. D. Conklin, S. Dahowski, A. DeDominicis, J. DeMarco, R. Higgins, L. Holfelder, K. Libolt, M. Tomkovitch, S. Wesley (for J. Pennoyer)

Staff: C. Maloney, S. Obermaier

Chairman's Welcome

Tom McQuade called the regular meeting of the Dutchess County Economic Development Corporation Business Services Committee to order at 7:50 a.m.

- Tom McQuade opened the meeting and stated that he officially took over chairmanship of the board at the beginning of the New Year 2010.

Event – Increased selling opportunities for Dutchess County Businesses

- Changed title from procurement to selling opportunities to draw more attention from businesses
- Staff has been in touch with representatives from state MWBE and contract reporter and PTAC; staff will reach out to Hudson Valley Purchasing group
- Plan is to hold an event to “demystify” procurement
- Issues that should be addressed by speakers:
 - QAQC requirements of many RFPs
 - Clarify that state and local bids are easier than federal
 - Small businesses have to be realistic about payments and delay of payments with many contracts
 - Teaming opportunities in bidding

Next steps:

- Need to firm up a date, location and sponsors within the next few weeks
- PTAC is still expected to set up a satellite office at DCEDC

New Idea – marketing Dutchess County products

- Staff is working on an idea to create flyers to be included with products manufactured in DC which will essentially have the message “this was made in DC, you can make it here as well”

Next steps:

- Staff will discuss with E. Griffin and see what would be the best way to move forward (design, find printer and sponsors)

Update – Machine Shop Networking Session

- Staff keeps working on an open forum for similar industries/businesses
- Initial networking/forum to target machine shops to promote sharing of best practices

Follow up – create database on EDC website

- DCEDC's new website should be in place in a few weeks
- Once the website is up and running we will revisit the idea of creating a searchable database of Dutchess County businesses

Additional notes and comments from BSC members:

- Dave Tooker mentioned that HVTDC has a new slogan: “2010 – time to grow again”; planning a workshop session at SUNY New Paltz
- Jean Claude Fouere noted that DCC is holding an open house on “Greening your career”
- Angels Ventures seems to start to be responsive

The meeting adjourned at 9:15 a.m.

The Next Meeting will be held on Thursday, March 4, 2010 at 7:45 a.m.