

MINUTES

DUTCHESS COUNTY ECONOMIC DEVELOPMENT CORPORATION BOARD OF DIRECTORS MEETING

Thursday, October 29, 2009, 7:45 a.m.

Held at:

The Eleanor Roosevelt Center at Val-Kill
Offices Conference Center
106 Val Kill Park Road
Hyde Park, NY 12538

Present: P. Calogerakis, R. Chazen, C. Daniels, A. DeDominicis, K. Durham, B. Eismeier, S. Evans, R. Grems, E. Kellogg, J. MacEnroe, M. Madden, M. McCormack, T. McQuade, B. Morgan, W. Nussbickel, C. O'Mara, B. Rothfeld, K. Schibanoff, W. Steinhaus, M. Tomkovitch, D. VanBuren, J. Van Tuyl

Absent: R. Akeley, M. Arnoff, J. Bonura, Jr., D. Conklin, T. Dean, J. DeMarco, M. Graham, K. Hansen, R. Higgins, D. McGrath, R. Savage, B. Seaman Brown, L. Weigert

Also: C. Wolf (Poughkeepsie Journal), D. Kuffner (DC Legislature), J. Maserjian (Central Hudson), S. Lant (CH Energy Group). DCEDC Staff: P. Balga, J. Haylett, L. Higginson, D. Hopper, T. Kelly, N. Lutz, C. Maloney, S. Obermaier, G. Rutherford, T. Watson, P. Winne

Welcome and Opening Remarks – Wayne L. Nussbickel

Wayne Nussbickel, Chair, called the third quarterly meeting for 2009 of the Dutchess County Economic Development Corporation Board of Directors to order at 7:50 a.m. The meeting took place at the Eleanor Roosevelt Center at Val-Kill in Hyde Park, NY.

A motion to approve the minutes from the July 30, 2009 Board Meeting as presented was made by Denise VanBuren, duly seconded by Charlie Daniels, and unanimously accepted.

Wayne introduced our host Kathleen Durham, Executive Director of the Eleanor Roosevelt Center at Val-Kill (ERVK) and thanked her for her hospitality. Kathleen welcomed us and described the evolution of ERVK and the purpose of the independent, non-profit organization.

President's Report – John MacEnroe

The President's Report was previously emailed. John highlighted the following:

- John encouraged Board members to view the display set up by Hudson Beach Glass in the outer conference room. He noted they are the vendor for the Business Excellence Awards this year.
- Budget issues, impacts, and challenges: EDC will refocus more closely on its core mission; it's all about more and better jobs.

- Thank you to the following BEA Sponsors:

Platinum
Associated Aircraft Group

Gold
Health Quest

Silver
Saint Francis Hospital and Health Centers

Bronze
Central Hudson Gas & Electric Corporation
Key Bank
The Poughkeepsie Grand Hotel/The Grandview
Marshall & Sterling Insurance
Morris Associates
Riverside Bank

- Congratulations to Page Park Associates on its recent acquisition of the Poughkeepsie Journal building.
- EDC is actively trying to attract businesses to Dutchess County; continually trying to do something with the West Campus in East Fishkill.
- We may have some promising projects:
 - Little Boy
 - Jupiter
 - David
- Open space in IBM facilities – formerly NXP; discussion on two new large attractions.
- NYSEDA discussions regarding naming Hudson Valley as solar cluster for New York State.
- BridgeLux – solid state lighting.
- The EMC will increase its support to fill in open retail spaces.
- MetroKing – Collaborating with NYSEDA to develop a Program Opportunity Notice (PON).
- The Walkway Over the Hudson and Quadricentennial events proved to be very successful.
- The Empire Zone program is scheduled to sunset in June 2010; no replacement yet.
- The NYS Authority Budget Office requires all Board members be trained on their responsibilities within one year of appointment to a public authority board. We are in the process of planning a training session for sometime in 2010.

Committee Reports

Governance Committee – Wayne Nussbickel

- This report was covered in the President's Report.

Economic Community Affairs Committee – Barry Rothfeld

- Congratulations to Tamara Watson on her upcoming retirement on November 13. Tamara has been Director of Marketing at EDC for a total of eight years.
- The committee is working on planning venues and topics of presentation for the 2010 Board meetings. The annual meeting will be held at Marist College on January 28, 2010. Details to come.
- Business Excellence Awards, 5:30 p.m., November 12, at the Grandview: So far there are over 360 scheduled to attend; continue to look for Bronze sponsorships; need to get attendance up – Board members are asked to

please encourage attendance.

- Revised committee mission statement: *To develop the EDC brand and market it to stakeholders by highlighting key opportunities and challenges related to economic development in Dutchess County.*

Operational Oversight Committee – C. O'Mara for Mike Graham

- Dutchess County Tourism budget changes were highlighted. A hard copy of the DCT budget was previously forwarded to all Board members.

Business Services Committee – Paul Calogerakis

- In 2010 the committee will take a new direction – the EDC staff will give recommendations and initiatives for the committee to pursue, such as the development of a:
 - procurement forum
 - internship program
 - CEO network

Tourism Committee – Denise Doring VanBuren

- Denise thanked Kathleen Durham for hosting our Board meeting at ERVK and thus providing us the opportunity to experience ERVK.
- There was an estimated 40,000 in attendance on opening weekend of the Walkway Over the Hudson. As a result of the Walkway opening, there has been an increase in media attention in Dutchess County.
- Sponsorship of Quad exhibit up and down the Hudson Valley.
- The fall is a huge tourism season. As a result, the first 12-page Happenings calendar was published.

Financial Report – *Charlie O'Mara for Michael H. Graham*

Charlie presented the third quarter 2009 financial report.

A motion to approve the report as presented was made by Tom McQuade, duly seconded by Betsy Eismeier, and unanimously accepted.

New Business/Comments

Dutchess County Executive William R. Steinhaus commented on the following:

- Bill encouraged all Board members to attend the BEAs and spread the word to the public to also attend in order to raise EDC revenues.
- Dutchess County is very challenged regarding budget issues. Funding will be reduced to agencies/services who did not meet their outcome goals and performance measurements.
- New York State is experiencing a cash flow problem; Dutchess County Government will restructure and eliminate services but will continue to meet its core mission.
- Dutchess County is working with Beacon on the Metro North project.
- Also working on infrastructure projects.

Wayne Nussbickel, Board Chair, noted that EDC is well aware of funding issues and will also continue to meet its core mission while being supportive of Dutchess County Government and the Dutchess County Legislature.

Special Presentation:**A Decade After Deregulation: The State of New York's Energy Industry**

Steven V. Lant, CH Energy Group Chairman of the Board, President and CEO gave today's special presentation:

Highlights follow:

- The first century – how the power industry developed.
- The intent to reform and why.
- Where and when: Began in the mid 90's in the North Eastern United States.
- The EFRON debacle in California (result of market manipulation).
- NYS deregulation – only state that did it administratively – no legislation was passed.
- Flaws – uncertainty in risks and costs.
- Additional element – retail access – consumer has choice and opportunity to shop. Most customers continue to rely on local utility to procure energy.
- What Central Hudson has done in the Hudson Valley: Divested power plants in 2001 - \$160 million customer benefit. Central Hudson saved customers \$135 million during the transition (2001-2004). Contract purchases saved customers \$225 million to date.
- How the intent has been realized.
- Re-regulation considered; Central Hudson wants to get back in the market of renewable energy.
- Comparative NYS electric rates; Central Hudson remains competitive.

A question/answer session followed. Wayne thanked Mr. Lant for his presentation.

Closing Statements

Wayne thanked Bill Steinhaus for his remarks. He also again thanked Kathleen Durham for hosting today's meeting.

Adjournment

The quarterly meeting was adjourned at 9:33 a.m.

Next Meeting

The **Annual Meeting** of the Board of Directors is scheduled for **Thursday, January 28, 2010** at 7:45 a.m. at Marist College – details to follow.