

**Economic Development, Planning, Education, Employment, Arts & Agriculture Committee  
Regular Meeting Minutes**

**DATE & TIME:** July 2, 2024 – 6:00 PM  
**LOCATION(S):** KL Binder Library, 6<sup>th</sup> Floor, County Office Building, Kingston, NY  
Livestreamed at <https://www.youtube.com/@UlsterCountyLegislature/streams>  
**PRESIDING OFFICER:** Chair Sperry  
**LEGISLATIVE STAFF:** Jay Mahler, Deputy Clerk & Tyron Rogers, Technical Support Specialist  
**MEMBERS PRESENT:** Legislators Clinton, Corcoran, Litts, Stewart & Walls  
**MEMBERS ABSENT:** Legislator Hewitt  
**QUORUM PRESENT:** Yes

**OTHER ATTENDEES:** Legislators Collins & Nolan; Director Dennis Doyle – UC Planning Department; Director Shraon Williams – UC Office of Employment & Training; Director Kevin Lynch & Agricultural Services Administrator Deborah DeWan – UC Department of Economic Development; Mary Ann Johnson & Todd Erling (via Zoom) - Hudson Valley Agribusiness Development Corporation (HVADC); Director Nate Litwin – UC Recovery and Resilience; Deputy County Executive Amanda LaValle; Executive Director Jake Wedemeyer – Ulster County Soil & Water Conservation District; Executive Director Melanie Forstrom – Cornell Cooperative Extension of Ulster County

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Complete content of the meeting can be accessed via the Ulster County Legislature’s YouTube channel at <https://www.youtube.com/@UlsterCountyLegislature/streams>

Chair Sperry called the meeting to order at 6:13 PM and asked everyone to stand for the Pledge of Allegiance.

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**Motion No. 1:** **Motion to Approve the minutes of the June 4<sup>th</sup> Regular Meeting**  
**Motion Made By:** Legislator Litts  
**Motion Seconded By:** Legislator Stewart  
  
**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls  
**Voting Against:** None  
**Votes in Favor:** 6  
**Votes Against:** 0  
**Disposition:** **Minutes Approved**

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Resolutions for the June 18, 2024 Session of the Legislature:

Chair Sperry advised the members that Department of Economic Development Director Lynch, Agricultural Services Administrator Deborah DeWan and Mary Ann Johnson & Todd Erling from the Hudson Valley Agribusiness Development Corporation (HVADC) have been invited to make a presentation relating to the first two Resolutions on the meeting agenda.

**Resolution No. 379** – Approving The Execution Of A Contract For \$200,000.00 Entered Into By The County – Ulster County Soil & Water Conservation District – Department Of Finance

**Resolution Summary** – This Resolution approves the execution of a contract in the amount of \$200,000.00 with Ulster County Soil & Water Conservation District to partially fund a no-till drill’, ‘row mulcher’, and/or lime spreading equipment which shall be made available for use on Ulster County farms as well as provide matching

funds for climate resiliency programs such as cover crop program, rotational grazing program, and irrigation water management programs for the term 6/1/24 – 9/1/26

**Motion No. 2:** **Motion to Adopt Resolution No. 379**  
**Motion Made By:** Legislator Litts  
**Motion Seconded By:** Legislator Clinton

The members of the committee and legislator Nolan requested to be added as co-sponsors of the resolution.

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls  
**Voting Against:** None  
**Votes in Favor:** 6  
**Votes Against:** 0  
**Disposition:** **Resolution Adopted**

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**Resolution No. 380** – Approving The Execution Of A Contract For \$689,702.00 Entered Into By The County – The Hudson Valley Agri-Business Development Corporation – Department Of Finance

**Resolution Summary** – This Resolution approves the execution of a contract in the amount of \$689,702.00 with The Hudson Valley Agri-Business Development Corporation to develop and administer the Ulster County Farm Viability and Sustainability Grant program as a to benefit the economic viability and sustainability of Ulster County farms for the term 7/1/24 – 9/1/26

**Motion No. 3:** **Motion to Adopt Resolution No. 380**  
**Motion Made By:** Legislator Litts  
**Motion Seconded By:** Legislator Clinton

The members of the committee and legislator Nolan requested to be added as co-sponsors of the resolution.

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls  
**Voting Against:** None  
**Votes in Favor:** 6  
**Votes Against:** 0  
**Disposition:** **Resolution Adopted**

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**Resolution No. 168** – Adopting Proposed Local Law No. 1 Of 2024, A Local Law Amending Article III Hotel And Motel Room Occupancy Tax Of The Code Of The County Of Ulster In Relation To Determination Of Taxable Rent

**Resolution Summary** – This Resolution adopts Proposed Local Law No. 1 of 2024, A Local Law Amending Article III Hotel And Motel Room Occupancy Tax Of The Code Of The County Of Ulster In Relation To Determination Of Taxable Rent to add an additional rent apportionment option.

**Motion No. 4:** **Motion to Postpone Resolution No. 168**  
**Motion Made By:** Legislator Sperry  
**Motion Seconded By:** Legislator Clinton

**Voting in Favor:** Legislators Clinton, Corcoran, Sperry, Stewart & Walls  
**Voting Against:** Legislator Litts

**Votes in Favor:** 5  
**Votes Against:** 1  
**Disposition:** **Resolution Postponed**

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**Resolution No. 366** – Approving The Execution Of A Contract For \$80,000.00 Entered Into By The County – Arts Mid-Hudson, Inc. – Legislature

**Resolution Summary** – This Resolution approves the execution of a contract in the amount of \$80,000.00 with Arts Mid-Hudson, Inc. to facilitate the Ulster County Cultural Services & Promotion Fund (UCCSPF) to maintain the artistic and cultural assets of Ulster County, and promote the County through arts and cultural activities for the term 1/1/24 – 12/31/24

**Motion No. 5:** **Motion to Adopt Resolution No. 366**  
**Motion Made By:** Legislator Corcoran  
**Motion Seconded By:** Legislator Clinton

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls  
**Voting Against:** None  
**Votes in Favor:** 6  
**Votes Against:** 0  
**Disposition:** **Resolution Adopted**

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**Resolution No. 376** – Authorizing The Chair Of The Ulster County Legislature To Enter Into An Intermunicipal Agreement With The Ellenville Central School District For The Operation Of Brighter Futures Initiative Program – Office Of Employment And Training

**Resolution Summary** – This Resolution authorizes the Chair of the Legislature to enter into an intermunicipal contract with the Ellenville Central School District for the Ulster County Office of Employment and Training's Brighter Futures Initiative in the amount of \$21,919.00

**Motion No. 6:** **Motion to Adopt Resolution No. 376**  
**Motion Made By:** Legislator Litts  
**Motion Seconded By:** Legislator Corcoran

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls  
**Voting Against:** None  
**Votes in Favor:** 6  
**Votes Against:** 0  
**Disposition:** **Resolution Adopted**

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**Resolution No. 377** – Approving The Execution Of A Contract Amendment For \$20,000.00, Causing The Aggregate Contract Plus Amendment Amount To Be In Excess Of \$50,000.00, Entered Into By The County – United Way of Ulster County Inc. – Office Of Employment And Training

**Resolution Summary** – This Resolution approves the execution of a contract amendment in the amount of \$20,000.00 with United Way of Ulster County Inc. to increase funding and adjust budget allocations for Summer Youth Employment Program (the “Program”) which is funded by the New York State Office of Temporary and Disability Assistance (the “OTDA”) that will be operated by the DET for the term 6/15/24 – 10/31/24

**Motion No. 7: Motion to Adopt Resolution No. 377**

**Motion Made By:** Legislator Litts

**Motion Seconded By:** Legislator Clinton

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls

**Voting Against:** None

**Votes in Favor:** 6

**Votes Against:** 0

**Disposition:** Resolution Adopted

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**Resolution No. 378** – Approving The Execution Of A Contract For \$625,000.00 Entered Into By The County – United Way of Ulster County Inc. – Office Of Employment And Training

**Resolution Summary** – This Resolution approves the execution of a contract in the amount of \$625,000.00 with United Way of Ulster County Inc. for payroll services on behalf of the County’s Department of Employment and Training for the 2024-2025 OTDA Academic Year Youth Employment Program (the “Program”) that will be operated by the DET for the term 9/1/24 – 6/30/25

**Motion No. 8: Motion to Adopt Resolution No. 378**

**Motion Made By:** Legislator Litts

**Motion Seconded By:** Legislator Corcoran

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls

**Voting Against:** None

**Votes in Favor:** 6

**Votes Against:** 0

**Disposition:** Resolution Adopted

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**Resolution No. 385** – Authorizing The Planning Department To Submit An Application To For A Building Cleaner Communities Grant To The New York State Energy Research And Development Authority (NYSERDA) Via The New York State Consolidated Funding Application (CFA) For The Government Operations Center At Paradies Lane New Paltz –Department Of Planning

**Resolution Summary** – This Resolution authorizes the Director of Planning to submit online applications through the New York State Consolidated Funding Application (CFA) for the New York State Energy Research and Development Authority for funding up to each grant's maximum award amount for the installation of geothermal wells and other eligible equipment for the GOC located at Paradies Lane in the Town of New Paltz.

**Motion No. 9: Motion to Adopt Resolution No. 385**

**Motion Made By:** Legislator Corcoran

**Motion Seconded By:** Legislator Clinton

**Voting in Favor:** Legislators Clinton, Corcoran, Sperry, Stewart & Walls

**Voting Against:** None

**Abstention:** Legislator Litts

**Votes in Favor:** 5

**Votes Against:** 0

**Disposition:** Resolution Adopted

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**Resolution No. 386** – Authorizing The Planning Department To Submit An Application For A Building Cleaner Communities Grant To The New York State Energy Research And Development Authority (NYSERDA) Via The New York State Consolidated Funding Application (CFA) For The Community Wellness Hub Located At 368 Broadway, Kingston –Department Of Planning

**Resolution Summary** – This Resolution authorizes the Director of Planning to submit online applications through the New York State Consolidated Funding Application (CFA) for the New York State Energy Research and Development Authority for funding up to each grant's maximum award amount for the installation of geothermal wells at the Wellness Hub located at 368 Broadway in the City of Kingston.

**Motion No. 10:** **Motion to Adopt Resolution No. 386**  
**Motion Made By:** Legislator Litts  
**Motion Seconded By:** Legislator Clinton

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls  
**Voting Against:** None  
**Votes in Favor:** 6  
**Votes Against:** 0  
**Disposition:** **Resolution Adopted**

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**Resolution No. 387** – Authorizing The Planning Department To Submit An Application To The New York Environmental Facilities Corporation (NYSEFC) Via The NYSEFC Customer Portal – Department Of Planning

**Resolution Summary** – This Resolution authorizes the Director of Planning to submit online applications through the NYSEFC Customer Portal of the New York Environmental Facilities Corporation Green Resiliency Grant Program for funding up to each grant's maximum award amount.

**Motion No. 11:** **Motion to Adopt Resolution No. 387**  
**Motion Made By:** Legislator Litts  
**Motion Seconded By:** Legislator Stewart

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls  
**Voting Against:** None  
**Votes in Favor:** 6  
**Votes Against:** 0  
**Disposition:** **Resolution Adopted**

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**Resolution No. 388** – Authorizing An Application To The New York State ConnectALL Regional And Local Assistance Program To Build Capacity For Efforts To Expand Broadband Access And Authorizing The Submittal Of Any Necessary Authorizations And Certifications As Required By The Program

**Resolution Summary** – This Resolution authorizes the Director of Planning to submit online applications to the New York State ConnectALL RLAP Program for Funding up to each grant's maximum award amount.

**Motion No. 12:** **Motion to Adopt Resolution No. 388**  
**Motion Made By:** Legislator Litts  
**Motion Seconded By:** Legislator Stewart

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls  
**Voting Against:** None

**Votes in Favor:** 6  
**Votes Against:** 0  
**Disposition:** **Resolution Adopted**

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**Resolution No. 389** – Adopting The Inclusion Of Additional Lands In Agricultural Districts Within Ulster County As Recommended By The Ulster County Agricultural And Farmland Protection Board – Department Of Planning

**Resolution Summary** – This Resolution adopts a Negative Declaration and adopts the recommendation of the Agricultural Farmland Protection Board (AFPB) which includes the placement of additional lands within existing agricultural districts in Ulster County totaling 11 parcels and approximately 490 acres.

**Motion No. 13:** **Motion to Adopt Resolution No. 389**

**Motion Made By:** Legislator Litts

**Motion Seconded By:** Legislator Clinton

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls

**Voting Against:** None

**Votes in Favor:** 6

**Votes Against:** 0

**Disposition:** **Resolution Adopted**

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**Resolution No. 390** – Authorizing The Planning Department To Submit An Application For A Strategic Planning And Feasibility Studies Program Grant To New York State Empire State Development Corporation Via The New York State Consolidated Funding Application (CFA) For Development Of The Ulster County Modular Construction Strategic Plan For Affordable Housing – Department Of Planning

**Resolution Summary** – This Resolution authorizes the Director of Planning to submit online applications through the New York State Consolidated Funding Application (CFA) for the New York State Empire State Development for funding up to each grant's maximum award amount of \$100,000.00 with a required 50% County match for the development of the Ulster County Modular Construction Strategic Plan for Affordable Housing.

**Motion No. 14:** **Motion to Adopt Resolution No. 390**

**Motion Made By:** Legislator Corcoran

**Motion Seconded By:** Legislator Litts

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls

**Voting Against:** None

**Votes in Favor:** 6

**Votes Against:** 0

**Disposition:** **Resolution Adopted**

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**Resolution No. 391** – Authorizing The County Of Ulster To Submit An Application And Assurances To The New York State Office Of Community Renewal (NYSOCR) For Community Development Block Grant Funds For The Year 2024 – Department Of Planning

**Resolution Summary** – This Resolution authorizes the County Executive or designee to submit an application as well as all necessary understandings, assurances, and additional information as may be required, to the New York State Office of Community Renewal for the purposes of housing rehabilitation for substandard owner-occupied housing on scattered sites, and drinking water and sewer system infrastructure improvements or

planning funds for manufactured home parks also on scattered sites, consistent with the funding levels, purposes, and other criteria as provided for in the Request for Applications, and authorizes the Director of Planning to act as certifying officer.

**Motion No. 15:** **Motion to Adopt Resolution No. 391**  
**Motion Made By:** Legislator Litts  
**Motion Seconded By:** Legislator Corcoran

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls  
**Voting Against:** None  
**Votes in Favor:** 6  
**Votes Against:** 0  
**Disposition:** **Resolution Adopted**

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**Resolution No. 392** – Authorizing The Department Of Planning To Submit An Application To The US Department Of Transportation (USDOT) For Funding Under The Safe Streets And Roads For All (SS4A) Program To Perform A Comprehensive Analysis Of Road Safety For All Users – Department Of The Planning

**Resolution Summary** – This Resolution authorizes the Director of Planning to submit an application to USDOT for a planning grant for the SS4A program for up to \$400,000.00 to provide a comprehensive road safety program consistent federal rules that will allow the County and municipalities to seek implementation funds to improve road safety for all users.

**Motion No. 16:** **Motion to Adopt Resolution No. 392**  
**Motion Made By:** Legislator Litts  
**Motion Seconded By:** Legislator Corcoran

Legislator Clinton requested to be added as a co-sponsor of the resolution.

**Voting in Favor:** Legislators Clinton, Corcoran, Litts, Sperry, Stewart & Walls  
**Voting Against:** None  
**Votes in Favor:** 6  
**Votes Against:** 0  
**Disposition:** **Resolution Adopted**

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**Forthcoming Resolutions:** None

**New Business:**

Chair Sperry advised the members on behalf on CCE Executive Director Forstrom that they should have received an elected official invitation to tour the 4H barn on the opening night of the Ulster County Fair, July 31 at 4:30 PM. Everyone was encouraged to attend and enjoy a milkshake.

**Old Business:** None

## Adjournment

**Motion Made By:** Legislator Litts  
**Motion Seconded By:** Legislator Clinton  
**Votes in Favor:** 6  
**Votes Against:** 0

**TIME:** 7:26 PM

**Respectfully Submitted:** Jay Mahler, Deputy Clerk  
**Adopted:** August 6, 2024

Complete content of the meeting can be accessed via the Ulster County Legislature's YouTube channel at <https://www.youtube.com/@UlsterCountyLegislature/streams>



# Ulster County Economic Development Presentation

July 2, 2024

## **ULSTER COUNTY AGRICULTURAL CRISIS RELIEF PROGRAM**

Kevin Lynch - Economic Development Director  
Deborah Meyer DeWan - Agricultural Service  
Coordinator

# Index

- **Overview of the Ulster County Agriculture Crisis Relief Program**
- **Program Description: Ulster County Agricultural Crisis Relief Program for Climate Resiliency and Soil Health**
  - **Ulster County Soil and Water Conservation District (SWCD)**
- **Program Description: Ulster County Farm Viability and Sustainability Grant Program**
  - **Hudson Valley Agribusiness Development Corporation (HVADC)**
- **Description of Subrecipients**
  - **Ulster County Soil and Water Conservation District (SWCD)**
  - **Hudson Valley Agribusiness Development Corporation (HVADC)**
- **Q/A**

# Overview of the Ulster County Agriculture Crisis Relief Program

- American Rescue Plan Act ( The Coronavirus State and Local Fiscal Recovery Funds - SLFRF)
  - To support local governments response to and recovery from the COVID-19 public health emergency
- UC County Agriculture Crisis Relief Program
  - Legislative Intent : Resolution 400
  - Key Items: **(1) Farmland Conservation (2) Climate Resiliency & Soil Health, (3) Farm Viability and Sustainability Projects and (4) Program Coordinator**

# Ulster County Program: Agricultural Crisis Relief Program for UCSWCD

- **Program Description:** Ulster County Agricultural Crisis Relief Program for Climate Resiliency and Soil Health
- **Subrecipient:** Ulster County Soil and Water Conservation District
- **Use of Funds:** The uses of these funds will contribute to the purchase of no-till drill and mulcher equipment, to support soil health programs, climate resilient farming and energy efficiency projects, and to increase the local match of state-funded programs for implementing projects and furthering SWCD conservation programs.
- **Contract Amount:** \$200,000

# Ulster County Program: Agricultural Crisis Relief Program for HVADC

- **Program Description:** Ulster County Farm Viability and Sustainability Grant Program
- **Subrecipient:** Hudson Valley Agribusiness Development Corporation, Inc. (HVADC)
- **Use of Funds:** These funds will support the development and administration of a grant program. The program will fund climate resiliency and farm viability.
- **Contract Amount:** \$689,702

# Ulster County Soil and Water Conservation District (SWCD)

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- Formed in Ulster County Resolution in 1965 as quasi-government agency
- A Conservation District is a legal entity, and it plans and implements conservation practices, seeking voluntary cooperation and input from the public.
- Mission: To protect soil, water quality and other natural resources, maintain resource productivity and protect or improve profitability.
- Govern by a Board of Directors consisting of representatives from the County, Farm Bureau, Grange and At-Large.
- Currently SWCD has a professional service agreement with the County



# Hudson Valley Agribusiness Development Corporation (HVADC)

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- Established as a nonprofit in 2007 and is certified as a Community Development Financial Institution (CDFI)
- CDFI focus on lending to farm and food enterprises in economically disadvantage communities
- HVADC has administered several programs providing funding and business support to farms and food businesses in the Hudson Valley
- Work in Ulster County includes: Hudson Valley Seed Company, Westwind Orchard, Arrowood Farms and Prospect Hills Orchards



Q/A



# Ulster County Agricultural Crisis Relief Program



Soil and Water Conservation District  
5 Park Lane  
Highland, New York 12528

## **Subrecipient: Ulster County Soil and Water Conservation District (UCSWCD)**

**Ulster County Program: Agricultural Crisis Relief Program of the SLFRF**

**Program Description:** Ulster County Agricultural Crisis Relief Program for Climate Resiliency and Soil Health

**Use of Funds:** The uses of these funds will contribute to the purchase of no-till drill and mulcher equipment, to support soil health programs, climate resilient farming and energy efficiency projects, and to increase the local match of state-funded programs for implementing projects and furthering SWCD conservation programs.

**Contract Amount:** \$200,000

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### **Background: Ulster County Soil and Water Conservation District (UCSWCD)**

For climate farming resiliency and soil health, Conservation Districts throughout NYS are the lead agencies implementing these programs. Conservation Districts are the sole entities qualified to apply for the Climate Resilient Farming Grants. For certifying soil health practices, namely cover crops utilizing State funding, Certified Crop Advisors have the job approval authority. The UCSWCD has two Certified Crop Advisors on staff.

The UCSWCD was formed by County Resolution in 1965 as a quasi-governmental agency. They are governed by a local Board of Directors appointed by the Ulster County Legislature to oversee programs and staff. Ulster's Board consists of representatives from the County Legislature, Farm Bureau, Grange and At-Large. They have a professional services agreement with the County to provide services in Ulster County in support of its mission and charter.

#### **Mission:**

1. A Conservation District is a legal entity with many of the same institutional responsibilities and powers of a highly organized and ethical business. It plans and implements conservation practices, seeking voluntary



Soil and Water Conservation District  
5 Park Lane  
Highland, New York 12528

cooperation and input from the public. Soil and Water Conservation Districts work with landowners, organizations, and government to protect soil, water quality, and other natural resources, maintain resource productivity and protect or improve profitability.

2. New York's Conservation Districts are the "gateways" to natural resource management in their local communities and they provide link between landowners and a host of conservation service providers (including UCSWCD). We focus our attention on local land, water, and related natural resource problems and develop and implement programs to solve natural resource problems.
3. The UCSWCD coordinates with federal, state and county agencies, prepares long-range plans to address conservation needs of the District, secures necessary funding, performs needed work and evaluate success of work performed.

**Services UCSWCD provides to farms:**

1. Conservation planning to address resource concerns.
2. Apply for State grants for agricultural best management practices. These grants can only be applied for by Conservation Districts since they are most familiar with the farms resource concerns.
3. Survey, design, inspect and financial tracking of conservation practices.
4. Agronomy services such as nutrient management, pest management, crop management, soil management and water management with two Certified Crop Advisors on staff.
5. Local cover crop program.
6. Local no-till drill rental program.

**Administrative Capacity:** UCSWCD has three fulltime staff who carry out the financial tracking of all the agency's projects and project administration. This covers preparation, submittal of all grant proposals to NYS Department of Agriculture and Markets, grant administration, invoicing, payments, and reporting. In addition, UCSWCD grant programs and District finances are audited by an external accounting firm. Procedures and audit results are provided to the County on an annual basis.

Link: [www.ucswcd.org](http://www.ucswcd.org)



## **Subrecipient: Hudson Valley Agribusiness Development Corporation, Inc. (HVADC)**

**Ulster County Program:** Agricultural Crisis Relief Program of the SLFRF

**Program Description:** Ulster County Farm Viability and Sustainability Grant Program

**Use of Funds:** These funds will support the development and administration of a grant program under the ARPA Agricultural Crisis Relief Fund to farms and agricultural businesses that will focus funding to support programs and services in Ulster County that further climate resilient and regenerative agriculture, energy efficiency, facility upgrades and sustainability practices in farm operations and agricultural delivery systems that foster farm viability.

**Contract Amount:** \$689,702

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### **HUDSON VALLEY AGRIBUSINESS DEVELOPMENT CORPORATION**

#### **Unique Qualifications and Experience**

**Mission:** The Hudson Valley Agribusiness Development Corporation (HVADC) is the only economic development agency in the Hudson Valley with a specific focus on the viability of the agricultural economy in the region. HVADC's charge is to enhance the agricultural sector in the Hudson Valley by assisting both new and existing agribusinesses, and supporting policies and regulations that recognize and support New York State's agricultural economy.

**Core Competencies:** HVADC is dedicated to promoting balanced, market-based solutions that lead to enhanced agricultural entrepreneurship, rural economic growth,



and community enhancement. HVADC supports the region's agricultural economy by leveraging its expertise and experience, which include the areas of business technical assistance, assisting businesses in accessing loans and grants, food rescue and donation, and connecting food producers to market opportunities. HVADC was recently certified as a Community Development Financial Institution (CDFI) with a focus on lending to farm and food enterprises in economically disadvantaged communities throughout Albany, Columbia, Dutchess, Orange, Rensselaer, Sullivan, Ulster, and Washington counties.

**Services and Programs:** Established as a nonprofit in 2007, HVADC has assisted over 300 businesses, including 50 in Ulster County, with a wide range of individualized services such as business development, financial planning, and market readiness preparation. HVADC has successfully administered a number of programs that have provided funding and business support to farms and food businesses in the Hudson Valley, including:

- **Incubator Without Walls:** Qualified businesses that are admitted into the program can tap into a wide range of technical assistance services to accelerate their growth and increase their chances of long-term success.
- **Farm and Food Funding Accelerator:** This intensive mentoring and training program assists farmers and food entrepreneurs seeking to scale their business, gain access to capital, and build sales. Programs include one-on-one mentoring sessions, networking, and help securing investment and grant funding. This program has been supported by grants from the US Economic Development Administration and from the Northeast Dairy Business Innovation Center.
- **Agribusiness Loan Fund:** HVADC has been designated to administer a \$10 million fund from New York State to provide the region's agribusinesses with easier access to capital. This program provides access to capital for small agribusinesses that otherwise have limited financing opportunities, thereby supporting these businesses and improving the economy in surrounding rural communities.
- **NYS Grown & Certified:** HVADC administered \$500,000 from the New York State Department of Agriculture and Markets which was awarded to food producers in the Capital Region for capital projects that enabled qualified agricultural producers to meet food safety standards necessary for participation in the NYS G&C program.
- **Meat Processing Expansion Grant Program:** The New York State Department of Agriculture and Markets awarded HVADC \$4.25 million which was distributed to 26 projects in 19 counties across the state to help expand existing or establish new meat processing facilities.



# Hudson Valley AgriBusiness

**DEVELOPMENT CORPORATION**

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**Work In Ulster County:** HVADC has completed a number of projects impacting Ulster County and has assisted numerous Ulster County businesses, including:

- **Hudson Valley Seed Company** (Accord): Provided business technical assistance, loan funding, and assistance in securing NYS grant funds for business expansion.
- **Bread Alone** (Lake Katrine): Assistance to secure NYS grant funds their bakery expansion project.
- **Westwind Orchard** (Accord): Provided business technical assistance and help to secure USDA and NYS grants for business expansion.
- **Arrowood Farms Brewery and Distillery** (Accord): Provided business technical assistance, loan funding, and assistance in securing NYS grant funds for business expansion.
- **Prospect Hill Orchards** (Milton): Farmed by the same family since 1817, this business participated in both Farm & Food Funding Accelerator and IWW program to ensure its continued sustainability for future generations.

**Partner Organizations:** HVADC regularly works with a wide variety of organizations to bring valuable resources and relevant expertise needed to accomplish its goals. Among these partners are the following:

- Catskill Watershed Corporation
- Cornell Cooperative Extension of Ulster County
- Empire State Development
- Hudson Valley Economic Development Corporation
- Hudson Valley Farm Hub
- Hudson Valley Pattern for Progress
- Hudson Valley Regional Economic Development Council
- New York Farm Viability Institute
- New York State Farm Bureau
- Rondout Valley Growers Association
- Taste NY

Hudson Valley Agribusiness Development Corporation has over 15 years of experience working with Ulster County farm and food businesses and a proven track record of making these businesses more successful. This experience includes providing these businesses with technical assistance, access to market opportunities, and access to funding. In addition, HVADC has demonstrated the capacity to competently administer



loan and grant funding programs, including programs that have been awarded Federal and New York State funding. No other organization can offer this combination of experience, expertise, and demonstrated capabilities for the betterment of Ulster County's agricultural economy.

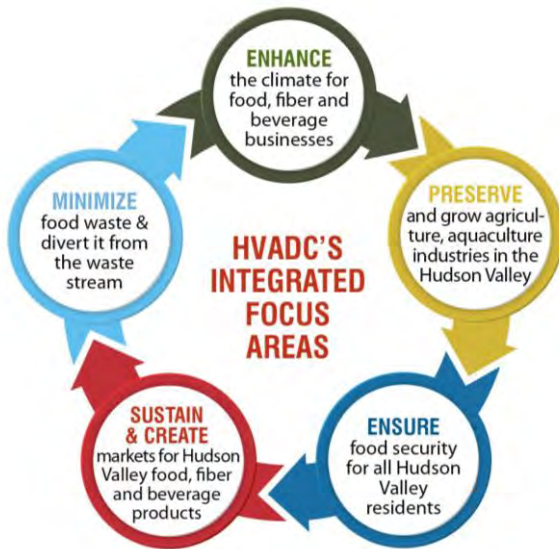




# Hudson Valley AgriBusiness

DEVELOPMENT CORPORATION

## Ulster County Report – October 2023



### Incubator Without Walls – one on one business technical assistance

48 businesses in Ulster Co

Over 300 business in the region



### AgriBusiness Loan Fund – alternative funding for farm & food businesses

Closed on 9 loans since 2020 (2 in UC)

Primarily for equipment & working capital



### HVB – searchable online database for marketing and agritourism

400+ businesses  
Free listing for businesses

New logo in 2022 and website revamp in 2023



### FeedHV – regional food rescue & harvesting network

~ 553K lbs rescued  
~ 461K meals

134 volunteers  
45 donors  
34 agencies

## Special Initiatives

[www.hvadc.org](http://www.hvadc.org)



# **HVADC Initiative: Equity Inclusion Programs**

## **Understanding the difference between equal and equitable access**

In 2020, in the wake of the George Floyd killing, and the protests that followed, Hudson Valley Agribusiness Development Corporation (HVADC) felt a duty to make their position clear on the issues at hand, crafting a Social Justice Statement. Many organizations and businesses were doing the same at the time and HVADC leadership were determined that their message not be misconstrued as platitude. They decided that the statement needed to be, above all else, actionable.

### ***Commitment to Increase and Improve Diversity, Equity and Inclusion***

*“In recognition of the environment in which we live and work: of climate change, social and racial inequities, international and national socio-political stress at the macro level...to questions of the sustainability of local food systems and the future of farming in the Hudson Valley, HVADC offers the following commitment to provide leadership, accountability and inspiration to our staff, our business practices, clients we serve and the broader community:*

*We are listening  
We are learning  
And we will do better”*

To that end, over the past few years, HVADC has taken action, and has sought the input of industry leaders of color for collaborative projects and partnership to make those actions more effective. It approaches its equity inclusion and outreach to underserved populations with an integrated focus running throughout its lending, Business Technical Assistance (BTA) and food justice initiatives.

As HVADC pursued certification as a Community Development Financial Institution (CDFI), an Advisory Group with representation from communities to be served was formed. Members of this group include, John Gilstrap Founder of Awaken.Space, Tamika Dunkley, Founder of Seasoned Gives and Brandon Walker, chef/owner of Essie’s Restaurant. These three individuals have been engaged collaborative partners providing insight through the Advisory Group and additional support as described below.

In July of 2022, HVADC sponsored *The Business of Cannabis Master Class*, hosted by Women Grow and lead by HVADC BTA collaborators Gilstrap and Dunkley. Both have done a great deal of work fostering diversity in regional entrepreneurship and the virtual seminar focused heavily on how to create equity in the burgeoning legal cannabis market space.

In the Fall of 2022, the HVADC FeedHV program, which rescues excess food from farms and delivers it to nonprofits fighting food insecurity throughout the region, focused on underserved farmers. Through a generous donation from Scenic Hudson, FeedHV prioritized purchases from nine BIPOC owned farms and delivered over 6,300 pounds of fresh product to agencies in four Mid-Hudson counties. Building on that effort, HVADC applied for and was awarded a NY Food for NY Families grant that will purchase from approximately 20 BIPOC and other underserved farmers starting this Fall and continuing through next year.

HVADC's current equity work involves its loan programs. HVADC acknowledges the reality that the history of lending in America has been fraught with racial inequality and wanted to make sure that the organization was working to find ways to embrace diversity at every step of the lending process.

As a United States Economic Development Administration (USEDA) Revolving Loan Fund (RLF) lender, HVADC leadership had the opportunity to participate in an Equitable Lending Leaders Series presented by Recast City, and funded through the USED A, which focused specifically on how to make the mechanisms of the lending process more inclusive. Recast City works with communities and organizations to recast efforts to be more inclusive, meet the diverse needs of the neighborhood or market, and benefit the people in the neighborhood today. The series of presentations and pointed discussions contextualized the problem and offered concrete pathways HVADC could follow.

Host of the series and Recast City Founder and CEO Ilana Preuss said it was great to see an agriculturally focused lender like HVADC take part in her program. She said issues of land ownership and mortgages are areas of agribusiness that deserve thoughtful attention and action.

“Leaders are now recognizing the history of inequality in in their communities,” Preuss said. “People want to do the right thing but they don’t know how to get there. We provided a specific method for (USEDARLF lenders) to follow.”

That method included best practices for outreach and programmatic changes to procedures that HVADC is now implementing. The skills learned during the series were valuable not just in regards to HVADC's work with the RLF but across all its programs.

“One of the biggest takeaways for us was a deeper understanding of the difference between equal access and equitable access,” HVADC Deputy Director Mary Ann

Johnson said. “Simply offering BTA programs and lending *equally* to BIPOC business owners does not address historically ingrained trends and bias. People who have been systemically disenfranchised are less likely to seek assistance, as they have no reason to believe they will receive equal treatment. An *equitable* program needs to allocate additional resources specifically to overcome and break down prevailing bias in the minds of clients and the mechanisms of the industry.”

HVADC’s efforts to provide more equitable lending are taking shape in visible ways. The organization has endeavored to partner with more BTA providers of color. While listening to community feedback, leadership took to heart suggestions that it would be easier for BIPOC clientele to trust the organization’s resources if there were more service providers from their own communities. Dunkley’s work at Seasoned Gives has been incredibly useful in building new professional connections by hosting a networking event where Johnson and HVADC Program Associate Duane Stanton were introduced to 10 people. After a stimulating night of discussions, Stanton and Johnson are now engaging in one-on-one conversations with the goal of enhancing the roster of BTA service providers with those who attended and others where Dunkley made an introduction.

In another event, Chef Walker hosted two entrepreneurs who intend to open a coffee shop in Poughkeepsie. Stanton and Johnson learned of their plans and desires while offering information to support their project. Stanton, Johnson and Walker are committing to hosting these events every few months to continue to build relationships with diverse entrepreneurs in the retail food and restaurant space.

“As a person of color, I know what it’s like to stand out in a room at agriculture events, when networking,” said Stanton. “Being able to see representation in both who is receiving and providing services makes a real difference.”

Stanton and Johnson have also started reaching out personally to farms run by owners from historically underserved communities. Traveling to farms, they compensate potential clients for their valuable time with gift cards to stores like Tractor Supply and listen to stories about their businesses and the challenges they face. Stanton and Johnson are learning how to provide assistance and what the most critical elements for success are for the underserved communities.

“When it comes to the issues of racial and social justice, the best we can do is humbly acknowledge the failings of the past and endeavor to do better moving forward,” said HVADC Executive Director Todd Erling. “We are glad to be making this work a priority now and are inspired by the work of our growing community of partners and clients. The resources HVADC provides are for everyone and we are dedicated to the work of making sure every agribusiness entrepreneur who needs BTA gets it, no matter who they are or where they are from.”