

**Economic Development Committee, Town of Red Hook**  
**Meeting Minutes**  
**Thursday, May 27, 2010**

**Call to Order:** The meeting was called to order at 8:03 a.m. by Michelle R. Martin, chair, at the Red Hook Town Hall.

**Present:** Michelle R. Martin, chairperson; Christopher Klose, secretary; Christopher Clark, Theresa Haney, Beth Jones, Ben Shute, members; John MacEnroe, president, Dutchess County Economic Development Corporation (DCEDC).

**Not Present:** Micki Strawinski, Town Board liaison

**Presentation and Discussion:** John MacEnroe (DCEDC) discussed the challenges of economic development in the mid-Hudson Valley, making the following points:

- Keeping current businesses and attracting new ones business depends on building and maintaining hands-on relationships;
- Throwing money/tax rebates to attract new businesses is unsustainable, foolhardy and destructive (example: \$700 million East Fishkill project that never panned out);
- Although living costs are higher in the Hudson Valley, business costs are less; there is a trained workforce (former IBMers, among others), good transportation, local educational institutions (Bard, Vassar, Marist) and the Culinary Institute of America, which trains its students to be entrepreneurial and run businesses;
- Choose and prioritize three or four business sectors to focus on – industrial, residential, agricultural, for example;
- Research current businesses to understand their needs and how best to meet them in order to retain them;
- Identify new businesses (in the priority sectors) and research their needs;
- Develop specific marketing plans for retaining current businesses and attracting new ones;
- Set realistic goals that are achievable within your human and capital resources;
- Do the leg work, develop a vision, find a local champion and conduct a “guided dialogue” with the community.

**Approval of Minutes:** On a motion by Ms. Haney, with a second by Ms. Jones, the Committee approved the minutes of the meeting of Thursday, May 13, 2010 (attached).

**Adjournment:** Ms. Martin, chairperson, adjourned the meeting at 9:30 a.m.

Respectfully submitted,

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Christopher Klose, Secretary

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Date