

Economic Development Committee
Wednesday, June 1, 2022
Meeting Minutes

Present: Kristina Dousharm [KD] (Chair), Amanda Bodian [AB], Dan Budd [DB], Chris Klose [CK] (Secretary), Ken Migliorelli [KM], Marty Reilingh [MR], Emily Sachar [ES], Vanessa Shafer [VS], members; Melkorka Kjarval [MK] (Trustee, Village of Red Hook); George Jahn [GJ], Todd Baright [TB], Lauren Cunningham-Housman [LC-H] (Market Café)

Call to Order: With a quorum present, Chair Dousharm called the meeting to order at 8:33 a.m.

Minutes: On a motion by Ms. Bodian and second by Dr. Reilingh, the Minutes of 05-25-2022 were approved unanimously.

Old Business:

Updates – ES: Intern okayed from Bard and will be paid for five hours/week; KD: Welcome to LC-H and brief description of the EDC; excited to learn of Market Café proposal; LC-H: family moving to Red Hook (via Brooklyn and Philadelphia); background in the cheese industry (Murray's), including buyer and brand manager; prior career in finance as an auditor, business development, community and corporate relations; goal has always been to open a food establishment, promoting community, potentially in Red Hook in a welcoming, inclusive space featuring lots of locally produced food; welcome EDC comments on Market Café proposal, such as plans for Red Hook growth, customer base mix of local, seasonal, tourist visitors; AB: talk to DB and Juliette Harrison for the ins and outs of successful Red Hook businesses; MK: meet with the Village Mayor, too; new sewer is going to improve business environment; MR: will there be online sales? LC-H: No, an online local presence but not e-commerce; prefer to partner with local wineries, cideries, others; also, very conscious of not doing what other businesses are doing; ES: will send demographic data on Red Hook, plus past Daily Catch profiles of successful businesses; DB: welcome; your concept is good and appreciate your emphasis on not repeating what others sell; always room for healthy competition/walking traffic increases, we all benefit; Red Hook is on the rise because of the influx of new residents and EDC is working to bring more people into the village; a unique experience for all comers seeking a sense of community; VS: great concept/welcome! Red Hook is in the heart of the Hudson Valley, a crossroads east and west, north and south; Bard College is another of our assets; KM: welcome/good concept; Farm to Table is a good organization to work with for locally sourced products; KD: thanks, LC-H, please keep in touch and join whenever you wish;

NYS Grant – KD to follow up with additional information;

Economic Development Committee
Meeting Minutes of 06-01-1022
Page Two

Real Estate – MR: 30 percent of regional listings are over \$1 million (75 listings total); only eight listings between \$400K and \$800K; wild situation exacerbates affordable local housing; Looking in the Mid-Hudson MLS at residential sales in the four contiguous school districts of Red Hook, Rhinebeck, Germantown, and Pine Plains.

For sale - 78 fully available listings not counting new listings (past week) → Average list price = \$1,085,452; 22 properties over \$1M. Only 9 properties under \$400K; 11 New listings → Average list price = \$3,107,355, no listings under \$400K.

Sold or in process of closing - 25 listings currently in Contingent status → Average list price = \$742,420; 28 Pending Sale → Average list price = \$1,323,182
32 Sold in past month → Average list price = \$889,255; Average sale price = \$875,845

EDC Goals – KD to update for next week's meeting; VS: good to gather the date in one place for business;

Next Meeting: 8:30 a.m., Wednesday, June 8, 2022, via Zoom.

Adjournment: The meeting was adjourned at 9:16 a.m.

Respectfully submitted: Christopher Klose, Secretary