



Beverage Summit Bubbles Over with Excitement

A MESSAGE FROM OUR PRESIDENT

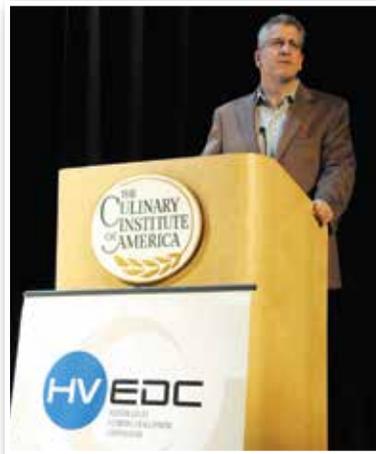
It seems like a fitting time to congratulate everyone involved with our most recent success - the Hudson Valley Beer, Wine, Spirits & Cider Summit 2.0 at The Culinary Institute of America. More than 400 industry leaders and business owners from the alcoholic beverage industry gathered together, and HVEDC was honored to serve you! The speeches were world class, the breakout sessions were highly informative and the event was a complete sell out. This summit has quickly become one of the industry's premier events of the calendar year.

It's also time to pay a fitting tribute to our retiring chairman, Steve Lant, for all that he did in the past 10 years of guiding economic development in Hudson Valley. During his tenure, he has overseen the creation of thousands of jobs, hundreds-of-millions in capital investment and the development of three successful cluster development initiatives. Steve's leadership has helped guide the Hudson Valley during its bust and boom, with a steady hand. Steve, you will be truly missed!

These are very interesting and dynamic times for economic development and the Hudson Valley. These times are bringing about change and expansion, building off an incredibly solid foundation that was laid in the past 10 years. Even as we change and evolve, Hudson Valley Economic Development Corp. will always remain at your side, helping you in your efforts to grow the Hudson Valley!



Laurence P. Gottlieb
President and CEO
Hudson Valley Economic
Development Corp.



James Mariani, co-CEO of Banfi Vintners, was the keynote speaker at the Hudson Valley Beer, Wine, Spirits & Cider Summit 2.0 in October.

He also discussed the many challenges facing the wine industry and identified a number of interesting trends:

- "Firewalls between the beer, wine and spirits categories existed in the past, but those firewalls are now breaking down, and the category lines are getting much fuzzier."
- "Higher-quality beverage products, such as craft beers and flavored malts, are growing in popularity, and their market share is increasing much better than the category as a whole."
- Mariani said, "We are living in a different kind of world, and now everyone is trying to attract the high-spending, young consumers who are interested in trying new drinks."
- "The Hudson Valley's farm-to-table trend is one of the most exciting movements in the industry."

Ball was equally upbeat about the vitality of New York State's agriculture industry, which is buoyed by 36,000 farms.

"The differences between upstate and downstate New York has never been starker, yet the opportunities have never been greater," said Ball. "We need to connect the dots between the

At the Hudson Valley Economic Development Corporation's (HVEDC) recent Hudson Valley Beer, Wine, Spirits & Cider Summit 2.0 at The Culinary Institute of America in Hyde Park, N.Y., 400 business executives and government officials gathered to discuss the meteoric rise of alcoholic beverage production in the Hudson Valley.

The Summit, now in its second year, featured two high-profile speakers – James Mariani, co-CEO of Banfi Vintners, one of America's leading wine importers, and Richard Ball, the New York State Commissioner of the Department of Agriculture and Markets.

Mariani underscored the importance of effective marketing in achieving success in the industry. "It is critical to communicate your product's unique advantage into your marketing messages and then to learn what market segment you need to reach," said Mariani. "It is impossible to reach everyone."



Lant Retires as Chairman of HVEDC Board

Steven V. Lant, an outstanding leader for Hudson Valley Economic Development Corp. for more than a decade, retired in late October from his position as chairman of the board of HVEDC.

Lant has guided the organization to unprecedented levels of success, which has translated into unmatched economic value for the region.

It is impossible to put into this small space a fitting description of what Steve's leadership has meant to the Hudson Valley economy. Through the best of times, through the worst of times, his stewardship of HVEDC translated into real economic growth for thousands of businesses.

Robert Levine, Partner at Cuddy & Feder LLP, has become acting board chairperson through the end of 2014, when a new chairperson is elected.

Lant has presided over \$4 billion of new investment, the creation of more than 25,000 new jobs, more than 7 million square feet of new space built and leased and three presidents of HVEDC – Anthony Campagiorni (2003-2009), Mike Oates (2009-2013) and Laurence P. Gottlieb (2013-present). He's helped usher in bold new community and marketing initiatives for the organization, such as New York BioHud Valley, the Hudson Valley Food & Beverage Alliance and Hudson Valley 3D Printing.

Lant also retired in November from his position as CEO of Central Hudson Gas & Electric Corp., ending a 34-year career with CH Energy Group and Central Hudson.

"On behalf of all those entrepreneurs and employees in the Hudson Valley – and the entire HVEDC Board of Directors – we say, 'Thank you for your service, Steve. You are a true leader,'" Gottlieb said.



From Left to Right: Brian Gates, vice president of HVEDC; Laurence P. Gottlieb, president and CEO of HVEDC; Steven V. Lant, retired board chairman of HVEDC; and Gina Domenico, general manager of HVEDC wish Lant a fond farewell at HVEDC's recent board meeting.

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Summit Bubbles Over with Excitement

upstate farms and the largest appetite in the country in New York City. The energy in this industry is incredible, and it has never had a better relationship with Albany."

Ball said he was committed to making the state as "customer friendly" as possible to the agriculture sector.

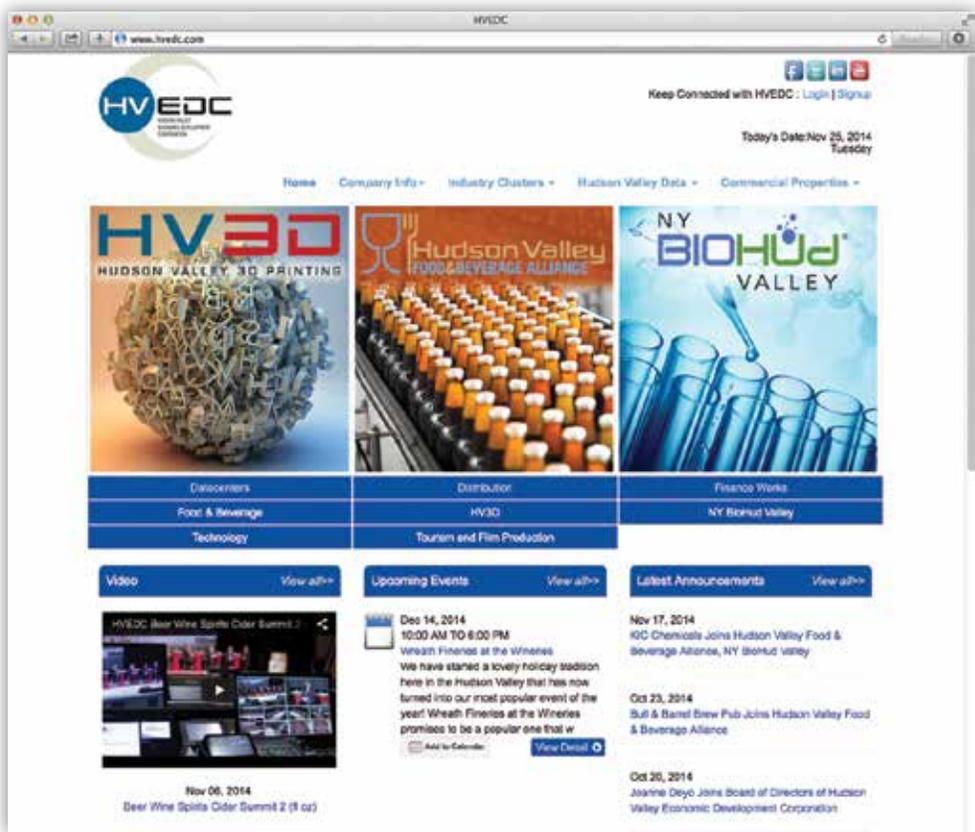
"We must further break down the barriers to doing business in state government," said Ball. "We are determined to streamline the regulation process to be more 'customer friendly,' and to help the agriculture industry grow."

There were also general session speakers from the New York State Liquor Authority and Department of Finance, Empire State Development and other major industry players. The event also featured breakout sessions, including presenting sponsor First Niagara Bank's "Putting More Fizz in Your Finances: Strategies for Growing Your Business from a Financial Perspective," and "You Have a Great Product, What's Next?" led by local law firm Cuddy & Feder and event sponsor, accounting firm



Attendees sample Dutch's Spirits at the Hudson Valley Beer, Wine, Spirits & Cider Summit 2.0's Thirst & Vine Tasting.

Judelson, Giordano & Siegel. The Culinary Institute of America, Taste NY, Heineken, WineRacks.com, Empire Merchants North, Dutchess County Economic Development Corporation, Pamal Broadcasting, Today Media and Townsquare Media were the other event sponsors. From the overwhelming crowd, it is quite evident that the Hudson Valley is bubbling over with enthusiasm for this burgeoning industry.



HVEDC Unveils New Digital Platform

Hudson Valley Economic Development Corp. has created a new website that shows off the eight rich industry clusters of businesses that are booming right here in the Hudson Valley. The site places greater emphasis on HVEDC's top initiatives, including Hudson Valley 3D Printing, the Hudson Valley Food and Beverage Alliance and New York BioHud Valley, with information and links to critical data about their respective industries.

Looking for a good commercial site in the Hudson Valley? HVEDC is a good place to start, as it has updated listings with photos from area brokers looking to sell or lease commercial properties.

The site also includes updated data on the Hudson Valley – everything from links to state and county incentives to workforce data, to a map of local infrastructure to quality of life information. There are videos and social media of recent HVEDC activities, and social media postings from HVEDC on Twitter, Facebook and LinkedIn.

And, there are links to HVEDC's latest publications – HVEDC Insights, the HVEDC-JLL Quarterly Economic Report and the HVEDC Annual Report.

Whether you are using a PC, tablet or smartphone, HVEDC has the information you need, when you need it, about Hudson Valley business.



GlobalFoundries to Buy IBM Microelectronics Business

IBM Corp. is getting out of the computer chip-making business. IBM will pay GlobalFoundries \$1.5 billion for GlobalFoundries to acquire its global commercial semiconductor technology business, which includes acquiring and operating the existing IBM semiconductor manufacturing operations and facilities in East Fishkill, as well as Essex Junction, Vt.

The deal includes intellectual property, world-class technologists and technologies related to IBM Microelectronics. The agreement still needs to pass regulatory review. GlobalFoundries will also become IBM's exclusive server processor semiconductor technology provider for 22 nanometer (nm), 14 nm and 10 nm semiconductors for the next 10 years.

The agreement, once closed, enables IBM to further focus on fundamental semiconductor research and the development of future cloud, mobile, big data analytics, and secure transaction-optimized systems.

As part of the agreement, GlobalFoundries will gain substantial intellectual property including thousands of patents, making GlobalFoundries the holder of one of the largest semiconductor patent portfolios in the world. GlobalFoundries will also benefit from an influx of one of the best technical teams in the semiconductor industry, which will solidify its path to advanced process geometries at 10 nm and below.

The acquisition bolsters semiconductor manufacturing and technology development in the U.S. GlobalFoundries has robust capital expenditure plans of approximately \$10 billion in 2014-15, with the majority being invested in New York. GlobalFoundries has created nearly 2,000 direct jobs in New York and thousands more indirect jobs in the United States since 2009.

"This is not the end of high-tech manufacturing in East Fishkill, but rather the rare opportunity to forge a different future for the Dutchess County economy," stated HVEDC president and CEO Laurence P. Gottlieb. "We will continue assisting the Dutchess economic team in finding those new pathways."

SUNY New Paltz Engineering Hub to be Built with \$10M NYSUNY 2020 Grant

HVEDC's Hudson Valley 3D printing initiative has already created a wave of economic activity

This September, Gov. Andrew M. Cuomo paid a visit to the SUNY New Paltz campus to announce \$10 million in funding for SUNY New Paltz's Engineering Innovation Hub. The funding was awarded as part of the highly competitive NYSUNY 2020 Challenge Grant Program, which provides incentives for bottom-up economic development projects that advance research opportunities around the state's colleges and universities, while also leveraging private sector investments and job creation.

SUNY New Paltz's Engineering Innovation Hub will provide much-needed instructional and research space, while also addressing the critical shortage of mechanical engineers. It will also include 10,000 square feet of office and lab space for companies looking to participate in START-UP NY. Firms active in advanced manufacturing, 3D printing, and other related industry sectors have expressed interest in such collaboration. The Engineering Hub will partner with area community colleges to link 3D printing courses and engineering programs to advanced manufacturing and technologically innovative companies.

In May 2013, HVEDC launched Hudson Valley 3D Printing (HV3D) by bringing together a coalition of partners together at SUNY New Paltz to form the Hudson Valley Center for Advanced Manufacturing.

"We never envisioned this initiative would have such a powerful, positive and lasting impact on the college, surrounding communities and the Hudson Valley economy at large," said Laurence P. Gottlieb, president and CEO of Hudson Valley Economic Development Corp. "From opening the nation's first MakerBot 3D Printing Innovation Center on campus to using digital fabrication technology to devise a prosthetic hand for a 6-year-old boy, this SUNY 2020 investment marks a crowning achievement on top of a year's worth of incredible accomplishments for SUNY New Paltz and the HV3D revolution."

With partner HVEDC, SUNY New Paltz President Donald P. Christian, Dean Daniel Freedman and their team have created a national hub for the advanced manufacturing industry here in the Hudson Valley.

"We're grateful to Gov. Cuomo for his support of our efforts at SUNY New Paltz to educate more engineering students, support workforce development and enhance economic development in the Hudson Valley," said Christian. "We're excited about this opportunity to strengthen our role in SUNY's mission to be an economic driver in New York."

Since the May 2013 launch of HVEDC's latest cluster initiative, Hudson Valley 3D Printing (HV3D), the region has warmly embraced this exciting technology and its potential to transform a wide variety of businesses. With critical financial support from Central Hudson Gas & Electric, Hudson River Ventures and New York State, the new Hudson Valley

Advanced Manufacturing and MakerBot Innovation Center at SUNY New Paltz were created, combining state-of-the-art 3D printing equipment with the campus' academic expertise in the fine arts, sciences and engineering.

PROJECT INFO:

Construction of the new 20,000-square-foot Engineering Innovation Hub will:

- Generate \$75 million in new economic impact.
- Create more than 195 full-time jobs.
- Graduate 300 engineers over a 10-year period in the Mid-Hudson region alone.



Renderings of the Resnick Engineering Hall addition at SUNY New Paltz's future Engineering Innovation Hub.

BioInc@NYMC to Transform Biotech Research in Hudson Valley

NY BioHud Valley now has its own biotechnology incubator, which will encourage collaboration and synergistic relationships among entrepreneurs whose discoveries have the potential to save lives, promote health and improve quality of life for millions.

Hudson Valley Economic Development Corp.'s NY BioHud Valley biotech cluster development initiative was launched at New York Medical College (NYMC) back in 2010. In October, HVEDC was at the college for the inauguration of BioInc@NYMC, which it has nurtured for the past four years.

"We were the father, mother and doting grandparent of this initiative," said Laurence P. Gottlieb, president and CEO of HVEDC, of opening an incubator on the campus. HVEDC created NY BioHud Valley as a marketing initiative and collaborative partnership of biotech companies, one of the Hudson Valley's prime industry clusters.

The incubator is in a building – the former American Health Foundation headquarters – at 7 Dana Road in Valhalla. The 120,000-square-foot building was bought by the college eight years ago for \$2.6 million and has been renovated for \$17 million.

The college will now provide lab workspace, equipment and academic resources in 4,300 square feet of active incubator space with the potential to expand by 5,500 square feet.

A transformational project for both the Hudson Valley region and New York State, BioInc@NYMC is designed to combine entrepreneurship and academia – with the support of the public sector – to improve public health, bolster the health care sector of the region's economy and support students and other entrepreneurs.

BioInc@NYMC, which was recently selected for START-UP NY and Innovation Hot Spot designation, will provide incubator space for entrepreneurs and allow clients access



HVEDC President and CEO Larry Gottlieb (Left) discusses the opening of BioInc@NYMC biotech incubator with invited guest speaker Dr. Howard Reis (Middle), president of HealthCare, and New York Medical College Vice President of Government Affairs, Dr. Robert Amler (Right).

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MSK West Harrison: Cancer Care Closer to Home

World-renown Memorial Sloan Kettering Cancer Center has expanded in the Hudson Valley again, opening its newest outpatient treatment center in West Harrison.

MSK West Harrison brings Memorial Sloan Kettering's singular focus on cancer to patients living in Westchester, Putnam, Dutchess, Orange, Sullivan, Ulster and Rockland counties.

The facility, which opened in October, was built to meet the unique needs of cancer patients. The \$143 million, 114,000-square-foot outpatient facility at 500 Westchester Ave. in West Harrison offers a staff of 140 professionals, including cancer surgeons, medical and radiation oncologists, and radiologists. MSK has been part of the Westchester community since 1995, providing cancer care for 19 years in Sleepy Hollow. It has other facilities in New Jersey and on Long Island, as well as its main hospital in Manhattan.

MSK West Harrison will provide care that is the same as patients would get at the center's other facilities, but closer to home.

"We want patients to receive MSK's outstanding clinical quality and expertise while experiencing the benefits of remaining close to home for much of their cancer treatment journey as possible," explains Richard Barakat, deputy physician-in-chief for MSK's Regional Care Network and Cancer Alliance. "If we can decrease the burden of travel, patients will spend less time commuting and more time in the comfort of their own homes. This is important in the healing process."

Patients will receive the latest chemotherapy treatments and most advanced radiation therapy. MSK breast, gastric, gynecologic, thoracic, urologic and plastic and reconstructive surgeons will be on-site to provide all pre- and postsurgical care. Patients will also benefit

from access to a wide range of clinical trials as well as services including genetic counseling, nutrition consultations and social work support.



FarmersWeb Online Platform Now Available to all Producers in U.S.

Hudson Valley Food and Beverage Alliance member FarmersWeb is opening up its farm-to-table platform for use by producers across the country. Operating for the past two years as a marketplace system for producers working with buyers in New York City, FarmersWeb's new service lets producers work with their buyers (current and new) wherever they may be located. This is expected to have a significant impact on farmers, restaurants and food-related businesses in the Hudson Valley. Taking part in the surging local food movement, local producers of produce, meat, poultry, dairy and more, as well as craft food and beverage, beer, spirit and wine providers can use FarmersWeb to efficiently manage their business and work with buyers online.

With FarmersWeb, producers can increase their online presence with a free profile page, a simple and elegant way to promote their business online with information and pictures about their farm or food and beverage business. Paid tiers of the subscription service allow for the full features of FarmersWeb including real time inventory technology, customer, order and financial management, accepting credit cards, and working with third-party logistic providers.

Already used by numerous farms in the Hudson Valley, FarmersWeb's new subscription service allows local food and beverage businesses to work with their current buyers and accept new ones, wherever they may be located. Buyers are able to shop online from their favorite local providers and keep track of orders, payment, and records all in one place. So, in effect, this opens up FarmersWeb to all producers and buyers in the Hudson Valley.

"We've always been interested in how FarmersWeb can make it easier for both sides to connect and transact" said David Ross. He co-founded FarmersWeb along with Jennifer Goggin and Aaron Grosbard.

FarmersWeb was founded on the belief that both buyers and producers benefit from

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Q&A

Dr. Karin Hilgersom succeeded Dr. William Murabito, the college's Interim President, in 2013. Dr. Hilgersom left her post as Vice President for Instruction at Central Oregon Community College (Bend, Ore.) to assume her new role as SUNY Sullivan's president. Today we get updated with some of Dr. Hilgersom's key initiatives since she came to SUNY Sullivan:



Q: The college is working on a "Smart Lab" where food and beverage companies get assistance and interns. What is this project and how will it work? How will it benefit food and beverage companies in the Hudson Valley, as well as the students?

A: The lab is indicative of SUNY Sullivan's new direction: The Healthy World Institute (HWI). The concept fits beautifully with Sullivan's County economic health care cluster, and one element of HWI is the connection between healthy people and healthy food. The Center for Global and Advanced Manufacturing (CGAM) has agreed to fund a lab containing specialized equipment that will serve small- to mid-size food and beverage manufacturers in our region, and that will also benefit SUNY Sullivan Culinary Arts students through applied learning and internships. We have identified analyzer lab equipment needed by distillers in our region, and we are crafting a list of equipment that can test recipes of meals that are manufactured for a growing health conscious frozen food industry. The college is seeking an industry partnership, and we can imagine our Culinary Arts students and faculty testing recipes for this new and improved frozen and pre-packaged food industry.

Q: Why is there a focus on entrepreneurship in Sullivan County and how is the college addressing this focus?

A: Sullivan County has a strong economic cluster related to health care, especially the care of people with disabilities and autism spectrum disorder. Unfortunately, our county currently lacks diversity of economy, and as most are aware, many small businesses closed their doors as the hotel and tourism days of the Borscht Belt ended. There are several local excellent leaders of economic development working hard to improve the economic situation, and SUNY Sullivan is doing our part to assist these specialists in bringing new business, small and large, to our county. First, START-UP NY has opened up new incentives that require effective collaboration. The college is one component of that economic engine that we need to get going again in Sullivan County. Second, the college continues to seek innovative teaching strategies and excellence in our business education offerings. Our business department currently offers courses in entrepreneurship, and faculty are proud of their nationally accredited status via the Accreditation Council for Business Schools and Programs (ACBSP).

Q: Eighteen acres at the college have been designated as START-UP NY eligible. What is the college doing next to attract businesses into this new START-UP NY zone?

A: SUNY Sullivan recently hired Passero Associates to complete engineering and document work in an initial effort to build a shovel-ready commerce park on campus. This is the first step in what will ideally become an attractive option for manufacturers whose products align with the SUNY Sullivan START-UP NY plan. The SUNY Sullivan START-UP NY application was submitted early in the process, and we are initially focusing on three types of businesses: Healthy food and beverage producers (including innovative technologies that will change the face of agriculture), "big" data and software developers, and manufacturers of green technologies and sustainable-related products. SUNY Sullivan is happy to assist in the START-UP NY effort, and in addition to ample open land (approximately 400 acres), we are also partnering with the Center for Discovery and working on spaces in Hurleyville, a town so close it almost borders our campus. We are open for business, and are frequently fielding exploratory calls from interested applicants.

Regional Biotech Stakeholder Meeting

HVEDC coordinates c-suite dinner with regional biotech and medical device companies, researchers and the Federal Reserve Bank of New York

In early October 2014, representatives for Executive Vice President and Special Advisor to the President of the Federal Reserve Bank of New York, Joseph Tracy, reached out to HVEDC President and CEO Laurence P. Gottlieb to coordinate a meeting of c-suite representatives of the Hudson Valley's biotech and medical device industry.

The Federal Reserve contacted HVEDC because of the organization's leadership in growing the biotech industry in the region with its NY BioHud Valley initiative. Gottlieb chose a cross-section of CEOs that included top biotech executives, a college president, a global healthcare communications company and directors of research – all members of NY BioHud Valley.

Gottlieb moderated the discussion, during which the Federal Reserve gained greater insight into the growth of the biotech industry in the region. Tracy wanted to better understand both the challenges and the steps necessary to overcome those challenges in order to grow the industry beyond its current level in the Hudson Valley and in New York State.

Within the intimate setting, guests discussed current economic conditions and federal monetary policy. Additional topics included availability of investment capital (both government and private), increased government investment in research/development and increased guidance for research institutions in commercialization of research and accelerating the lab-to-market process for discoveries.

The group appreciated HVEDC's coordination of the evening to get the conversation going to eventually propel New York State to the top in the biotech industry. Collaboration among all parties (both from the public and private sector) will be key in achieving this goal.



Key members of NY BioHud Valley provide insights on growing biotech in the Hudson Valley to New York Federal Reserve Bank senior executives.

Joanne Deyo Joins Board of Directors of HVEDC



Joanne Deyo, Vice President of Facilities for Regeneron Pharmaceuticals, Inc., joined the board of directors for the Hudson Valley Economic Development Corporation (HVEDC) in October.

Regeneron, based in Tarrytown, is a fully integrated biopharmaceutical company that discovers, invents, develops, manufactures and commercializes medicines for the treatment of serious medical conditions. Regeneron markets three products in the United States and has active research and development programs in many disease areas, including ophthalmology, inflammation, cancer and hypercholesterolemia.

"It's an honor to have Joanne Deyo join our board of directors," said Laurence P. Gottlieb, HVEDC president and CEO. "Joanne's strategic leadership skills, her vast knowledge of the

biopharmaceutical industry and her support of so many important organizations in Westchester County and the Hudson Valley are just three key reasons why she will be a tremendous asset to HVEDC in helping to advance our mission of promoting strong economic development in the Hudson Valley."

Deyo is the senior facilities executive for Regeneron's research and development and corporate headquarters and other satellite locations in Basking Ridge, New Jersey and Dublin, Ireland. She is responsible for providing strategic leadership with a wide range of responsibilities including real estate portfolio management, leasing and development, facility design and construction, environmental health and safety, operations, engineering, environmental sustainability, telecommunications, security, laboratory operations support, and business continuity planning across the enterprise.

While at Regeneron, Deyo has successfully

grown the company's footprint in Westchester County twenty-fold, with additional growth currently under construction to increase Regeneron's portfolio to over 1 million square feet in Westchester. She has also established extension offices in New Jersey and Dublin, Ireland.

Deyo currently serves on the board of directors of the Business Council of Westchester and is actively involved in The Westchester Green Business Challenge, Bio NY, NY BioHud Valley and the International Facility Management Association (IFMA).

"I'm proud to be joining this talented board," Deyo said. "To be able to partner with economic development professionals to advance business opportunities in the Hudson Valley is an honor. HVEDC has made a tremendous, positive impact in the region and I look forward to helping that impact become even more significant."

Biolnc@NYMC to transform biotech research in Hudson Valley

to valuable shared resources, including state-of-the-art lab equipment, workforce training suites and more. Designated a top regional economic priority in 2011, 2012 and 2013, Biolnc@NYMC is a public-private enterprise, combining resources from the federal government, New York State, Westchester County, and NYMC, and is the only incubator of its kind in the region that is directly co-located with a health science's university campus.

In addition to NYMC direct support, New York State provided a total of \$7.9 million – from Empire State Development (ESD) and from Generating Employment Through New York Science (GEN*NY*SIS). In addition, the U.S. Department of Commerce, Economic Development Administration (EDA) provided \$328,000 for construction of a science-business training center, co-sponsored by the Hudson Valley Economic Development Corporation, in partnership with SUNY-Westchester Community College, Division of Continuing Education and Workforce Development.

“For more than a century, NYMC has brought forth innovations in biomedical science to advance health care for patients and communities,” said President Alan Kadish, M.D. “Biolnc@NYMC is the latest milestone in that tradition. We invite the brightest innovators to join us in the quest for better health for all.”

“The incubator is located in a building with an honorable history which portends well for the future,” said NYMC’s Chancellor Edward C. Halperin, M.D., M.A. “It was built by the late Dr. Ernst Wynder, whose investigations



Dr. Edward Halperin (Left), New York Medical College chancellor and CEO; Former New York Governor, David Patterson (Middle); Dr. Alan Kadish, president of the Touro College System (Right) cut the ribbon to open Biolnc@NYMC.

were among the first to link smoking and lung cancer. We look forward to the commercialization of biotechnology emerging from this building to benefit the public.”

“Biolnc@NYMC is the product of a great collaborative team, the very best minds in our region,” said Robert W. Amler, M.D., M.B.A., vice president for government affairs and dean of the School of Health Sciences and Practice. “Today the curtain rises on our collective vision for economic development based on attracting, nurturing, and growing the burgeoning biotech sector.”

FarmersWeb online platform now available to all producers in U.S.

finding and doing business with each other directly. By ordering through FarmersWeb, buyers always know exactly where their food is coming from and how it was grown or processed, and farms and food and beverage producers maintain control over the quality of their brand.

“FarmersWeb has been operating as an online marketplace for two years for producers who had been working with buyers in New York City,” said Ross. “Now, FarmersWeb is making the software available for any farm or craft food or beverage business that would benefit from a robust online tool to market themselves and manage their relationship with buyers online. It’s a very exciting time for us and we look forward to helping more Hudson Valley-based producers manage their business through online software designed specifically for them.”

For more information, visit FarmersWeb.com

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