



ACCESS TO CAPITAL:
Food, Beverage, and Agricultural Enterprises

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May 19, 2015

Herkimer County Community College

SPEAKER BIOGRAPHIES

COMMISSIONER RICHARD A. BALL
NYS Department of Agriculture & Markets

On January 9, 2014, Governor Andrew M. Cuomo announced the nomination of Richard A. Ball as Commissioner of the New York State Department of Agriculture and Markets.

A native New Yorker, Mr. Ball has made a living in agriculture his entire life. His inspiration to become a farmer came from his grandparents, who were lifelong dairy farmers. At 18 years old, Mr. Ball began his career in agriculture as a farm worker at a vegetable farm in Rhode Island. He later became operations manager of that same farm. After 20 years in Rhode Island, Mr. Ball moved back to the Empire State with an opportunity to become a farm owner. For the past 20 years, he has been the owner and operator of Schoharie Valley Farms in Schoharie, NY, which consists of 200 acres and produces a wide range of vegetable crops, small fruits and greenhouse crops. The farm serves both retail and wholesale consumers through an onsite farm market known as “The Carrot Barn” and ships to brokers and restaurants in the local area as well as New York City.

SAMANTHA BALDOCK
Excelsior Fellow
Empire State Development

Sam Baldock is an Excelsior Service Fellow at Empire State Development, working primarily

on the Business Attraction and Expansion team. Since moving to New York for graduate school, she has held positions as a graduate assistant for UAlbany’s Department of Public Administration and Policy, a development and communications intern at Primary Care Development Corporation, a budget examiner at the NYS Division of Budget, and a workforce development and education specialist at the Center for Economic Growth in Albany.

Sam holds a Bachelor of Science in Economics and International Business from the University of Nevada and a Master of Public Administration with concentrations in Finance and Nonprofit Management from Rockefeller College at UAlbany.

KATHRYN BAMBERGER
Industrial Development Specialist
Empire State Development

Kathryn Bamberger is the Industrial Development Representative (International) for Empire State Development, responsible for assisting New York’s manufacturers with both exporting support and attracting foreign firms to establish manufacturing in New York. Prior to that, she was the International Trade Specialist with the New York Department of Agriculture and Markets for over 12 years. She has managed the New York Pavilion in dozens of national and international trade shows. Ms. Bamberger has been the primary liaison between New York Food Producers and Food Export

USA-Northeast, a membership organization of the 10 Northeast States. Food Export USA organizes activities to enhance and grow sales by conducting activities such as International Buyer Missions, Trade Show Support, Trade Lead dissemination, Market Research, and more.

Ms. Bamberger earned an MBA at Sage Graduate School and a BA in Spanish and Political Science with a concentration in International Relations from St. Lawrence University. Prior to joining the Department, she worked in sales and marketing (domestic and international) in the publishing industry.

GRACE CONNORS

Lender Relations Specialist
U.S. Small Business Administration

Grace Connors joined the US Small Business Administration as a Lender Relations Specialist in October 2014. The Syracuse SBA District Office covers 34 counties in Upstate New York covering the North Country all the way down to Steuben. Prior to joining SBA Grace worked for two community Banks in commercial credit, IT and Indirect Lending.

Grace earned a bachelor's degree from Hartwick College in Business Administration.

CHELSEA CRUZ

Sr. Analyst, Community Engagement
Federal Reserve Bank of New York

Chelsea Cruz is a senior analyst with the community engagement team at the Federal Reserve Bank of New York where she focuses on community and economic development issues. Prior to joining the Federal Reserve in 2013, she held positions in both the private and non-profit sector most recently as an associate at the GFT Group, a consulting firm based in NYC.

Chelsea is a Bronx native and holds a BA in Political Science with a concentration in international affairs from Hofstra University.

DEREK DENCKLA

Founder
Foodshed Investors NY

Derek Denckla is an impact investor, community organizer and serial social & environmental entrepreneur. He is founder of Foodshed Investors NY, the first angel investor network focused on funding small local and sustainable food business. He led Slow Money NYC for 4 years, growing the network 1000 members and hosting over 100 events dedicated to enhancing investment opportunities in sustainable local food and farm enterprises.

Denckla organized North East Foodshed Finance Alliance (NEFFA) which serves as core planning community for Food + Enterprise, an annual summit held in Brooklyn, NY which fosters collaboration to finance a better food system in the North East. Denckla provides consulting and private equity through his firm, Denckla Projects, investing in various stages and sizes of businesses. Through 2010, he ran a green real estate development company that built Greenbelt Condominiums, first LEED™ Gold project in Brooklyn, NY.

Denckla has spoken and written widely on impact investing, sustainable agriculture and environmental activism.

MARK FEANE

Executive Director
Herkimer County Industrial Development Agency

Mark Feane is the Executive Director of the Herkimer County Industrial Development Agency (HCIDA) located in Herkimer, New York. The HCIDA is responsible for economic development assisting local companies as well as marketing the county to potential new economic development opportunities. The IDA mission is to promote, develop, encourage and assist with qualifying economic development projects. Mark has written numerous grant/loan applications during this tenure allowing the IDA to assist many local businesses with various projects in job creation and retention efforts in Herkimer County. Mr. Feane holds a Bachelors degree in Business Administration and has been involved in the economic development field for over 30 years including the past 14 years with

the HCIDA. Mark resides in Little Falls with his wife and two children.

STEVEN KING

Export Director
CNYIBA

Steven King, Export Director for the CNYIBA has been exporting for over 25 years and has significant International Sales and Marketing experience. He served over 10 years with Colgate Palmolive from their offices in London, UK and then in Paris, France increasing shares across the Middle East, Southern and Eastern Europe. He also lived in the Windward Islands and managed a Colgate Palmolive Company in the French Caribbean gaining valuable experience turning 'importer for a few years'. He later shaped newly forming Central & Eastern European markets for Bristol Myers Squibs' Consumer Products Division. His extensive career also includes successful distribution and sales strategies growing the European and African regions for the Zippo Manufacturing Company. He has exported to over 80 countries.

LINDA LAVIOLETTE

Director of Farmers' Markets
Empire State Development

Linda LaViolette is Director of Farmers' Markets, Strategic Business Development at the Empire State Development agency. She is a member of Governor Andrew M. Cuomo's New York State Council on Food Policy, the NYS Anti-Hunger Task Force, and the NYC-NYS Regional Food Hubs Task Force. She directs the Governor's Fresh Connects Program, an initiative, which increases access to fresh and wholesome food in underserved communities while providing direct marketing opportunities for New York farmers.

Over the course of her career, she has worked as an advocate for Federal Child Nutrition Programs and was a founding member of WhyHunger with Harry Chapin and Bill Ayers. She was Adjunct Professor of Food and Nutrition at City University of New York's LaGuardia College. She has a BA in Environmental Sciences from SUNY Stony Brook and a MS in Nutrition and Public Health from Teachers College, Columbia University.

DAVID MANZELMANN

Mohawk Valley Market President
M&T Bank

David is the Mohawk Valley Market President and Team Leader for Business and Professional Banking for M&T Bank. A native of New Hartford, David graduated from The College of Wooster with a degree in Business Economics. David joined M&T Bank in 2007 through its predecessor, Partners Trust Bank. Prior to Partner Trust Bank, David has held various bank management positions with KeyBank and NBT Bank.

David serves on a number of Boards and Committees with Not for Profit Organizations within the Mohawk Valley which include The House of The Good Shephard, Mohawk Valley EDGE, Utica Industrial Development Corporation, Literacy Coalition, Utica Public Library, Munson Williams Proctor Institute, Faxton St. Luke's Healthcare Foundation, The Community Foundation of Herkimer and Oneida Counties, Inc. and the M&T Bank/ Partners Trust Bank Charitable Fund.

David lives in New Hartford with his wife and two teenage boys.

GARY PEREIRA

Business Program Specialist
USDA Rural Development Agency State Office

Gary Pereira is the Energy Coordinator and Business Programs Specialist at USDA Rural Development Agency State Office, located at the Galleries of Syracuse, Syracuse, NY.

As a Business Programs Specialist, Mr. Pereira has worked extensively over the past five years in the Value-Added Producer Grant Program at USDA. In addition, he is responsible for all aspects of the agency's business grant, loan, and loan guarantee programs for central and eastern New York State.

Mr. Pereira holds an MBA from Binghamton University, and a Bachelor's degree in Finance from SUNY IT.

Originally from Cold Spring Harbor on Long Island, Reaske and his family live in Homer, NY. He enjoys golf, playing the guitar, listening

to music and is an avid fan of the Syracuse University Orange basketball team.

CRAIG POLLOCK

Vice President
Farm Credit East

Craig Pollock is a Vice President with Farm Credit East, ACA. Craig is a 29 year veteran of Farm Credit with current responsibilities including guidance for the delivery of credit and financial services solutions in three branch offices located in central and northern New York. Craig has extensive experience with many agricultural enterprise types including farm production, value added, farm beverage and cooperatives.

TOM SERWATKA

Business Lender
First Source Federal Credit Union

Tom is a Clarkson University MBA graduate with nearly 30 years of banking, economic development and business consulting experience. Tom has lived, worked and volunteered in the Greater Utica area since 1986.

JAVIER SILVA

Associate Director, Community Engagement
Federal Reserve Bank of New York

Javier Silva is the Associate Director of Community Engagement with the Federal Reserve Bank of New York where he focuses on community and economic development issues. Mr. Silva also serves as a liaison to the community.

Prior to joining the Federal Reserve in 2006, Mr. Silva was a senior research and policy associate at Demos: Network for Ideas and Action. Mr. Silva also served as a Hunger Fellow where he worked at La Fondita de Jesus in Santurce, Puerto Rico during his field placement and at CFED in Washington, DC during his policy placement.

Mr. Silva holds a master's in public policy from Georgetown University and a bachelor's from Western Connecticut State University.

STEPHEN SMITH

Executive Director
Mohawk Valley Economic Development
District, Inc. (MVEDD)

Steve serves as the Executive Director of the Mohawk Valley Economic Development District, Inc. (MVEDD) located in Mohawk, New York. MVEDD is a regional economic development agency under the U.S. Department of Commerce and the Economic Development Administration (EDA). MVEDD encompasses the counties of Fulton, Herkimer, Montgomery, Oneida, Otsego and Schoharie. Steve operates several revolving loan funds for small businesses for the purposes of working capital, machinery & equipment and real estate. The revolving loan funds are through the Mohawk Valley Rehabilitation Corporation (MORECO), an affiliate under MVEDD. Steve also works with local government leaders through EDA on capital improvement projects, public works projects, infrastructure projects and business park development. Steve is also the Executive Director of Keep Mohawk Valley Beautiful, a standing committee of MVEDD. A graduate of SUNY Oswego, Steve and his wife Lori reside in Ilion, where they raised there 3 children.

KENNETH TOMPKINS

Regional Director
Mohawk Valley Regional Office
Empire State Development

Kenneth M. Tompkins is Regional Director for Empire State Development's Mohawk Valley Region. Empire State Development is New York State's chief economic development agency, encompassing business, work force and community development. He also serves as the Executive Director of the Mohawk Valley Regional Economic Development Council, formed by Governor Andrew Cuomo in August 2011 to serve as engine of economic and community revitalization.

Mr. Tompkins and his staff work with companies, local economic developers and municipal leaders to create and retain jobs in a six-county area through the use of loans, grants and technical assistance.

Before joining Empire State Development in December 2007, Mr. Tompkins served as Vice President of Business Services for National

Grid. Previously, Mr. Tompkins also served as director of corporate communications for Niagara Mohawk Power Corp., which was acquired by National Grid in 2002.

Mr. Tompkins is a 1976 political science graduate of the State University College at Plattsburgh. He earned his master's degree in newspaper journalism at Syracuse University's S.I. Newhouse School of Public Communications in 1982.

He has served on the boards of numerous charitable, civic and cultural organizations, including more recently the United Way of the Valley and Greater Utica. Mr. Tompkins is a former board chairman of Mohawk Valley Economic Development Growth Enterprise and also served on the boards of the Mohawk Valley Chamber of Commerce and the Rome Industrial Development Corp.

He and his wife, Debra, have three children and reside in New Hartford.

JOHN TRACY

Senior International Trade Specialist
U.S. Department of Commerce

John Tracy is a Senior International Trade Specialist with the U.S. Department of Commerce whose primary mission is to help US companies increase their international business, and with the creation of Select USA, to render assistance to foreign direct investment initiatives. Prior to coming to Commerce he worked for an international logistics, freight forwarding and Customs brokerage company in Rochester, for a Hong Kong-based steamship line in New York, and managed international logistics for a chemical manufacturing company in New Jersey. A native of Utica, NY, he earned a BS in Economics from Clarkson University and an MS in International Transportation Management from the New York Maritime College. He holds a Chartering Certificate from the Association of Ship Brokers and Agents and is a NASBITE Certified Global Business Professional (CGBP).

GEORGE WICKSWAT

Farm Loan Manager
USDA Farm Service Agency

George Wickswat is a graduate of Cornell University and has over 25 years' experience in agricultural business and finance. Currently he is working with the Farm Service Agency as Farm Loan Manager at the Schoharie Field Office. At this location, George and other loan officers provide assistance to farmers in 8 counties, which include Schoharie, Schenectady, Albany, Fulton, Montgomery, Delaware, Otsego, and Hamilton. The types of farms that George works with regularly are very diverse and include everything from conventional dairy farms to organic vegetable CSA's.

PETER ZAWKO

Vice President for Economic Development
Mohawk Valley EDGE

Oversees EDGE lending activities throughout Oneida and Herkimer Counties; manages four loan funds, with one dedicated to Rural and Agribusiness Development needs; administers services for Oneida County's Department of Homes and Community Renewal grants; provides project and business development technical services to Oneida and Herkimer County businesses.

Peter has been in economic development for over 20 years after having a successful and satisfying career in Central New York agriculture. Peter earned his baccalaureate degree in Agricultural Engineering from Cornell University and also holds an MBA from SUNY Polytechnic Institute.