



ACCESS TO CAPITAL: Food, Beverage, and Agricultural Enterprises

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November 18, 2104
NYS State Fair Grounds

SPEAKER BIOGRAPHIES

PEGGY ADAMS

Executive Director
Greater Syracuse Business Development
Corporation
padams@gsbdc.com

Peggy Adams has served as the Executive Director of the Greater Syracuse Business Development Corporation (GSBDC) since 2000. As the Executive Director of GSBDC, she is responsible for marketing, underwriting, processing, closing and servicing loan requests on behalf of GSBDC.

She previously worked in the Greater Syracuse Chamber of Commerce's Economic Development department from 1984 to 1992 initially as the Director of Research and later as Assistant Secretary for GSBDC. From 1992 to 1997 she was Vice President for the New York Business Development Corporation administering their loan programs in the Central New York region. In 1997 she became a commercial lender in the Business Banking division for Fleet Bank in Syracuse, NY.

She has almost 30 years of experience in the economic development field in Central New York with the last twenty four years devoted to commercial lending. She was a recipient of the SBA Financial Services Advocate Award in 2002 for the Syracuse District and has served on the Risk Management Associates (RMA) Board for the Empire Chapter since 2007.

She received her Bachelors and MBA degrees from Syracuse University.

KATHRYN BAMBERGER

International Trade and Investment Specialist
Empire State Development
KBamberger@esd.ny.gov

Kathryn Bamberger is the International Trade and Investment Specialist 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.

THOMAS W. COSGROVE

Vice President of Commercial Lending
Farm Credit East
tom.cosgrove@farmcrediteast.com

Tom Cosgrove is a Vice President in Farm Credit East's Commercial Lending Unit, which manages a portfolio of loans in agriculture, food processing and marketing, forestry and fishing.

Many of these loans are purchased from or sold to other farm credit institutions and commercial banks. He also works with Farm Credit East's branch offices on business development, focusing on vertically integrated food and agricultural businesses.

Prior to joining Farm Credit East in 2007, Cosgrove worked for CoBank for nine years, in its agribusiness, communications and energy, and capital markets divisions.

From 1991 to 1996, Cosgrove was a staff member for the U.S. Senate Committee on Agriculture, Nutrition and Forestry, where he worked on the 1996 Farm Bill.

Cosgrove grew up on his family's dairy farm in Clinton, NY, graduating from Cornell University with a B.S. in Communications from the College of Agriculture and Life Sciences and received his MBA from the University of North Carolina in Chapel Hill, NC.

LEE DEAMICIS

Business Banking Regional Manager
M&T Bank
ldeamicis@mtb.com

Lee moved to Syracuse 17 years ago with M&T Bank and manages M&T's Business Banking Department for the Central New York region. He joined the bank in 1992 as a small business lender, and in 1995 relocated to New York City

to start up that division's Business Banking Department.

Business Banking provides lending and commercial banking services to the small business market including start-ups and often in conjunction with local economic development agency financing.

Prior to joining M&T Bank, he ran his own business. Lee earned his B.S. in Economics at the University of Pennsylvania's Wharton School and his MBA at the University of Rochester.

DAN DUFFY

Vice President, Global Trade Sales
JP Morgan Chase
daniel.duffy@jpmchase.com

Dan Duffy is presently a Vice President in JPMorgan Chase Bank's Commercial Bank, Global Trade Group and is responsible for assisting New Jersey, New York, Pennsylvania and the Mid-Atlantic States exporters and importers develop and implement their international business strategies.

Over a thirty five year career, Dan has developed a broad-based background and a record of accomplishments in international banking and finance.

Dan has a Bachelors Degree in International Business and Management through his attendance at Empire State College, the State University of New York. He also has a degree in Commercial Lending through the American Institute of Banking.

Prior to this assignment with J.P. Morgan Dan was employed by Chemical Bank, The Chase Manhattan Bank, and The Morgan Guaranty Trust Company of New York, during which time he held various positions in operations, product management and marketing.

Dan has served as a guest lecturer on the subject of international trade for various trade organizations in New York, Ohio and Pennsylvania. He has guest facilitated many international business programs and lectures at the Rochester Institute of Technology, Syracuse University, Canisius College and The State University at Buffalo. Dan has also twice traveled to Lithuania representing the U.S. Department of Commerce making presentations on International Trade.

ANDREW FISH

Executive Director
Cayuga Economic Development Agency
afish@cayugacountychamber.com

Andrew was born in New Hampshire and raised in the northwest suburbs of Chicago, IL. After receiving his BBA in Management from Andrews University in MI he took a job at Union Springs Academy, a private boarding high school, where he worked for 7 years as Business Manager, Alumni and Development Director, and Vice Principal.

Andrew was hired as Executive Director of the Cayuga County Chamber of Commerce in July of 2009. In November of 2012 Andrew was hired as interim director of the Cayuga Economic Development Agency (CEDA), while remaining the Executive Director of the Chamber. Over the past two years the Chamber and CEDA have formed a joint venture aligning their respective staffs. During this time CEDA has emerged as the one stop shop for economic development in Cayuga County by securing a contract with the County and agreements with the Industrial Development Agencies to deliver administrative services.

Andrew is also an entrepreneur and farmer. He and his wife Kim Fortin have been living in Cayuga County for twelve years and reside on a 20 acre farm in the Town of Conquest with their 3 horses and 50 plus goats. In November of 2010 Andrew and his wife launched their NYS Agriculture and Markets certified farmstead

goat cheese operation, 4 Tin Fish Farm, where they make artisanal goat cheese for a local market that includes restaurants and direct consumers. In November of 2012 Andrew and his wife formed a partnership with another couple to launch JiKi JeAn Properties, LLC a development company focused on commercial redevelopment of properties in rural communities.

Andrew currently serves on several local and regional community boards; the Central New York Regional Economic Development Council, the Cayuga County Office of Tourism, the Auburn Downtown Business Improvement District, and the Farm Bureau of Cayuga County. Civic engagement and community involvement are extremely important to Andrew.

CHRIS FOWLER

Executive Director
Syracuse First
chris@syracusefirst.org

Founder & Executive Director of SyracuseFirst is an AMIBA network of 350 plus businesses and organizations in Central New York. In addition to SyracuseFirst, Chris is involved with a number of other boards and community organizations.

Before creating SyracuseFirst in 2009, to address economic development and sustainability issues in Onondaga County, he worked as the Legislative Director for a New York State Assembly member, Legislative Assistant for a Maryland Congressman and a Government Relations Associate for a national trade association. He earned a B.A. in organizational communications from Salisbury University in Maryland where he played on a National Championship lacrosse team.

SHIRA GANS

Relationship and Program Director
Federal Reserve Bank of New York
Shira.Gans@ny.frb.org

Shira Gans is a Relationship and Program Director in the Outreach & Education division of

the Federal Reserve Bank of New York. She develops key relationships, communication strategies, and produces events relating to small business.

Her prior positions include Policy Analyst for Manhattan Borough President Scott M. Stringer where she was responsible for the Borough President's food and economic development policy portfolios; Senior Budget Analyst in the Economic Development Taskforce at the NYC Mayor's Office of Management Budget; Federal Investigator at the San Francisco District Office of the Equal Employment Opportunity Commission; and legal team member monitoring mental health care in California Prisons.

Shira holds a B.A. from Wesleyan University and a Masters in Public Policy from the Goldman School of Public Policy at University of California, Berkeley.

MARY HOFFMAN

Associate State Director
New York Small Business Development Center (SBDC)
Mary.Hoffman@nyssbdc.org

Mary Hoffman is the Associate State Director of the New York Small Business Development Center (SBDC), a position she's held since 2002. Mary joined the SBDC in 1998 as the Director of the program's Research Network. She has extensive experience working with professionals working at remote sites in networks including the NY SBDC and US Environmental Protection Agency. Prior to joining the SBDC, she had twenty years of experience working in research and medical libraries. Mary's responsibilities include writing grant proposals, compiling reports, and working with several statewide committees including professional development and strategic planning. Mary has a B.A. in History from LeMoyne College and an M.L.S. from Syracuse University.

STEVEN KING

Export Director
Central New York International Business Alliance (CNYIBA)
sking@cnyiba.net

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.

CHRISTY A. MARSHALL

Farm Loan Chief
USDA Farm Service Agency
christy.marshall@ny.usda.gov

Christy A. Marshall grew up on a small dairy farm in Cobleskill, NY. She received an AAS in Ag Business from SUNY Cobleskill and a BS in Ag Economics from Cornell University. Christy began working with USDA as a student trainee, became a farm loan officer and then a farm loan manager. She has 26 years of experience in Ag lending and has been in her current position as Farm Loan Chief directing the farm loan program through the 11 FSA office credit teams for the past 8+ years.

SETH MULLIGAN

Executive Director, The Clean Tech Center
Vice President for Innovation, CenterState CEO
at the Syracuse Technology Garden
smulligan@centerstateceo.com

As the senior staff member of CenterState CEO's Innovation and Entrepreneurship portfolio operated at the Syracuse Technology Garden, Seth Mulligan serves as the Executive Director for the Clean Tech Center and also holds the position of Vice President for Innovation Services for CenterState CEO.

Seth leads the Clean Tech Center, a strategic business development accelerator, which helps develop renewable and clean energy technology companies in New York State. The Clean Tech Center is funded by NYSERDA to develop emerging businesses and assist in commercializing technologies.

As Vice President for Innovation Services, Seth provides high level venture development assistance for early stage entrepreneurs, emerging businesses, and innovation industry leaders. Seth directs mentorship and financial programs that connect emerging businesses and entrepreneurs with resources, subject matter experts and investors. He also offers direct support for companies that are part of The Tech Garden, Clean Tech Center, Student Sandbox and CenterState CEO portfolios, and provides technical assistance in developing business plans, marketing plans and funding strategies.

Previously, Seth was the President and Founder of GoVo Biofuels, LLC, a start-up biofuels company in Cortland, NY that had been part of the Clean Tech Center's portfolio. He was previously Executive Director of New York AgriDevelopment Corporation, working on agribusiness development projects in conjunction with agriculture and food industry partners across New York State. Prior to its merger with the Greater Syracuse Chamber of Commerce, Seth worked for the Metropolitan

Development Association, coordinating projects such as Grants for Growth and the Emerging Business Plan competition, and was part of the team that developed and launched "The Creative Core" brand campaign.

Seth holds an MPA degree from the Maxwell School at Syracuse University, as well as MPS and undergraduate degrees from Alfred University. He is a member of the steering committee of the "We Live NY Summit", a Board of Directors member for the *Central New York Land Trust* and is actively involved in community engagement projects.

B.J. PAPROCKI

District Director
U.S. Small Business Administration-Syracuse District

As District Director for the U.S. Small Business Administration's Syracuse District Office, Mr. Paprocki is responsible for the delivery of SBA's financial programs and business development services for a thirty four county region in Upstate New York.

Mr. Paprocki has been with the Agency over twenty five years and came to Syracuse as District Director in 1991. His responsibilities include offices in Syracuse, Albany and Elmira, NY as well as oversight responsibilities for SBA Resource Partners located in the district including SCORE – Counselors to America's Small Business; two Women's Business Centers; and the New York State Small Business Development Centers (SBDC) network.

Prior to coming to Syracuse he served as Special Assistant to the Agency's Deputy Administrator where he worked as liaison to the House and Senate Small Business Committees. Prior to entering public service, Mr. Paprocki worked for the Western Regional Off Track Betting Corporation where as Regional Manager he was responsible for the company's 24 branch operations in a seventeen county area of Western New York.

Mr. Paprocki is a native of Salamanca, New York. He graduated from SUNY with a BA in Political Science and attended St. Bonaventure University for his Masters Degree in Business Administration. He is a graduate of the Federal Executive Institute in Charlottesville, Va., and the Center for Creative Leadership in Greensboro, N.C.

He and his wife Ellen have two grown children and live in Baldwinsville, New York.

GARY PEREIRA

Business Programs Specialist & State Energy Coordinator
USDA Rural Development Agency
Gary.Pereira@ny.usda.gov

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.

BRIAN PINCELLI

Principal Planner
Central New York Planning and Development Board
bpincelli@cnyrpdb.org

Brian is a Principal Planner at the Central New York Regional Planning and Development Board where he works in the Energy Management Program. He focuses primarily on energy related economic development projects, providing project and business development

assistance. Prior to working at the CNY RPDB Brian worked at the City of Syracuse in the Economic Development Department as an Economic Development Specialist, and at a Community Development Corporation in Rochester, NY. Brian's experience includes a broad range of economic development project assistance, early stage business development, main street revitalization, brownfield redevelopment, and project finance. He has a Bachelors degree in Urban Design and a Masters Degree in Urban Planning. He is a certified Economic Development Finance Professional, is certified by the American Institute of Certified Planners, and is LEED Accredited.

DAVID REASKE

Vice President
New York Business Development Corporation
dreaske@NYBDC.COM

David T. Reaske is vice president of the Syracuse office which serves Onondaga, Oswego, Cortland, Cayuga, Madison and Oneida counties. The Syracuse Office recently moved to the Tech Garden Center, a business incubator owned and managed by CenterState CEO.

Reaske brings extensive experience in commercial lending to the new position. He is responsible for cultivating relationships with member banks and facilitating economic development by providing credit to small and medium sized businesses, primarily with the support of the U.S. Small Business Administration 504 and 7a loan programs.

Reaske has worked for 30 years in the financial industry and has previously served as vice president, Commercial Banking Officer with Community Bank N.A in DeWitt, as regional vice president of Adirondack Bank in Syracuse and as vice president of commercial banking for Alliance Bank N.A in Syracuse.

Reaske serves as chairman of the Board of Directors for Syracuse Behavioral Healthcare

(SBH), the oldest, largest and most comprehensive provider of addiction treatment services in Onondaga County. Also, he previously served as past president and is a life member of the American Institute of Banking (AIB). He is a former chairman of the Central Group, Risk Management Association (RMA).

He received his BA from SUNY Cortland and attended the Advanced Commercial Lending School at SUNY Buffalo.

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.

DANIEL RICKMAN

Economic Development Specialist
District International Trade Officer
daniel.rickman@sba.gov

Dan Rickman is an Economic Development Specialist and is the District International Trade Officer for the Syracuse District Office of the U.S. Small Business Administration, covering 34 Counties of Upstate New York. Prior to joining SBA, Dan founded and operated a payroll processing firm in Texas. He has also worked in business development for a large national bank and is an Army Iraq War veteran.

VALERIE SHOUDY

Lender Relations Specialist
U.S. Small Business Administration
valerie.shoudy@sba.gov

Valerie Shoudy serves as a Lender Relations Specialist with the U.S. Small Business Administration's district office located in Syracuse, New York and is a primary point of contact for lenders within the district's 34 counties. Ms. Shoudy works one-on-one with participating lenders and resource partners to develop projects within SBA's guidelines and provides specialized training for new and existing lenders in relation to SBA's loan

processing, servicing and liquidation requirements.

GREGORY SMITH

Regional Director-Eastern Region
Export-Import Bank
gregory.smith@exim.gov

As Regional Director, Eastern Region of the Export-Import Bank's Small Business Group, Gregory Smith is responsible for promoting its trade finance products including short-term export credit insurance and working capital guarantee program to small businesses throughout the New England region (Connecticut, Rhode Island, Massachusetts, New Hampshire, Maine and Vermont).

Prior to joining Ex-Im Bank, Mr. Smith developed a strong background in sales and marketing with multi-national groups including MasterCard and General Motors. Also, while at the New York Agency of a major Mexican bank, he managed the bank's trade finance portfolio which included the Ex-Im Bank Medium-Term guarantee program. From 1986 to 1990, as a contract employee for Ex-Im Bank in Mexico City, he was responsible for negotiating the restructuring and settlement of defaulted export credits owed to the U.S. government by private sector Mexican companies.

Greg holds a Bachelor of Business Administration degree from Kent State University in Ohio.

JOHN TRACY

Senior International Trade Specialist
U.S. Department of Commerce
john.tracy@trade.gov

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).