



SULLIVAN COUNTY GOVERNMENT CENTER
100 NORTH STREET
P.O. BOX 5012
MONTICELLO, NEW YORK 12701

SULLIVAN COUNTY LEGISLATURE
Community and Economic Development Committee
March 8, 2012
9:45 A.M.

***Committee Members: Ira Steingart (Chair); Kathy LaBuda (Vice Chair);
Kitty Vetter; Cindy Kurpil Gieger; and Gene Benson***

AGENDA

PRESENTATION:

1. **SC Funding Corporation – Shawn Griffin, Harris-Beach, PLLC**

DISCUSSION ITEMS:

1. **Sullivan County Funding Corporation**
2. **East Broadway Development Project (former Apollo Plaza, theater building, “ARC” building, and Phase II land).**

RESOLUTIONS: None

DIVISION/PROGRAM UPDATE:

- Community & Economic Development Update- Luiz Aragon
- Workforce Development - Laura Quigley
- IDA - Jennifer C.S. Brylinski
- Partnership for Economic Development – Alan Scott
- Visitors Association - Roberta Byron-Lockwood
- Chamber of Commerce – Terri Ward

PUBLIC COMMENTS:



SULLIVAN COUNTY
DIVISION OF PLANNING AND ENVIRONMENTAL MANAGEMENT
SULLIVAN COUNTY GOVERNMENT CENTER
100 NORTH STREET
PO BOX 5012
MONTICELLO, NEW YORK 12701-5192

CED Committee
March 1st, 2012
Planning

- Micro-Enterprise Grants -- 86 applications received
- Economic Development Masterplan RFQ update
 - Request for Qualifications to firms and practitioners interested in providing Economic Development Analysis and Planning Services for the purpose of assisting the County with preparation of a "Sullivan County Comprehensive Economic Development Strategy Plan".
 - Proposals were due Friday, February 24th.
- Broadband Engineering Services RFP update
 - Sullivan County is currently engaged in the creation of a Mobile Telephony & Broadband Study for the entire County. The County is working with DVI Ltd., on this project. In order to complete this project, the County is seeking a Radio Frequency Engineering Firm to provide technological solutions and associated budgets from implementing projects that will improve wireless coverage for the County.
 - Proposals were due Friday, February 24th.
- Hudson Valley Regional Council
 - Regional Planning Commissioner's Meeting held on February 16.
- CFA process update
- Governor's Mid-Hudson Valley Regional Council
 - Working Meeting scheduled for March 1st @ 3PM.

Community and Economic Development Committee

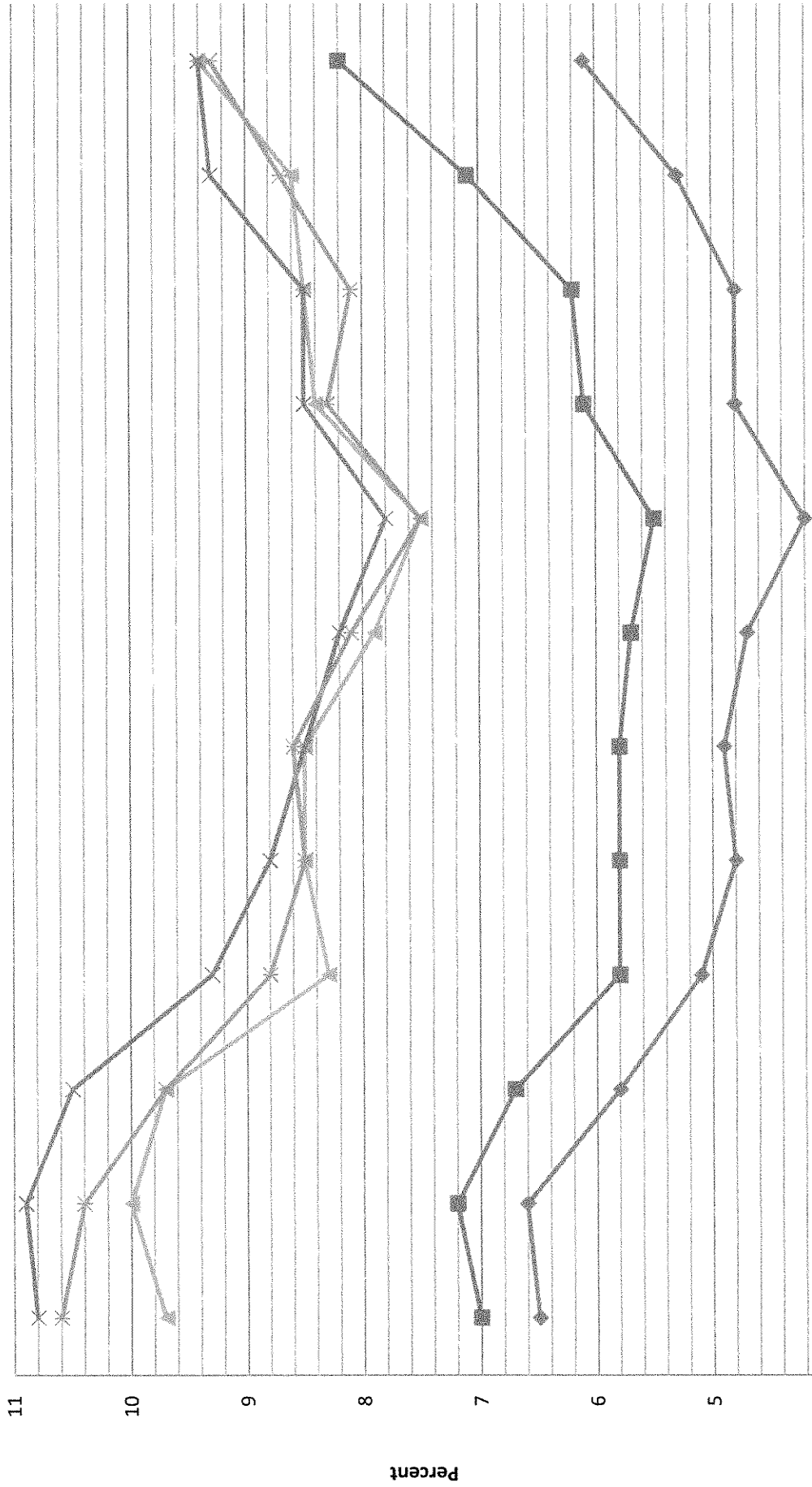
March 1, 2012

Center for Workforce Development

Highlights

1. Continue work on the 4 county federal Workforce Innovation grant application. Partnering with Orange, Dutchess and Ulster County Workforce Boards with additional partners including all 4 community colleges and BOCES; The Solar Energy Consortium (TSEC) and the Council of Industries. Focus is on creating a streamlined training path for jobs in the manufacturing industry sector. The grant is due at the end of March. There will be 20-30 grants awarded nationwide.
2. As part of the planning team for the second annual Non-Profit Summit, participated in a press conference held at the government center on February 7th. The Summit is March 7 at Bethel Woods. There is a \$30 registration fee. The Summit registration flyer is attached.
3. In the Fall, a Request for Proposal (RFP) was issued for a new location for the Sullivan Works One Stop Center. The goal is to find a more suitable space at a lower cost. It is important to be as centrally located as possible and be near public transportation. Therefore, we focused on Liberty and Monticello. We received 8 responses and are looking at 4, possibly 5 locations. No decision has been made yet.
4. For the period of July 1, 2011 through February 28, 2012 the One Stop Center provided services to 2,789 individuals under the federal Workforce Investment Act programs. Of those 2,789 individuals, 87% are in receipt of unemployment insurance benefits.
5. As a partner in the Micro-enterprise loan program, we are participating in the review of approximately 86 applications. Once the selections are complete, a group of applicants will be enrolled in a business planning program that will be provided by SCORE and the Sullivan County Chamber. From that group those who are successful can apply for one of the loans.
6. The Workforce Development Board (WDB) held its quarterly meeting on February 14. The Board heard a presentation by the Rural Migrant Ministry's Youth Entrepreneur Group (YEG), a program that has enabled a group of county youth to start their own business, Basement Bags. In addition, the Board discussed the issue of better aligning the trainings offered by BOCES and the college to the identified needs of businesses. The next Board meeting is scheduled for May 8 at the BOCES campus in Liberty.

Sullivan County Unemployment Rate (By Calendar Year)



	January	February	March	April	May	June	July	August	September	October	November	December
2007	6.5	6.6	5.8	5.1	4.8	4.9	4.7	4.2	4.8	4.8	5.3	6.1
2008	7	7.2	6.7	5.8	5.8	5.8	5.7	5.5	6.1	6.2	7.1	8.2
2009	9.7	10	9.7	8.3	8.5	8.5	7.9	7.5	8.4	8.5	8.6	9.4
2010	10.8	10.9	10.5	9.3	8.8	8.5	8.2	7.8	8.5	8.5	9.3	9.4
2011	10.6	10.4	9.7	8.8	8.5	8.6	8.1	7.5	8.3	8.1	8.7	9.3

Table A-15. Alternative measures of labor underutilization

HOUSEHOLD DATA												
Table A-15. Alternative measures of labor underutilization												
[Percent]												
Measure	Not seasonally adjusted			Seasonally adjusted								
	Jan. 2011	Dec. 2011	Jan. 2012	Jan. 2011	Sept. 2011	Oct. 2011	Nov. 2011	Dec. 2011	Jan. 2012			
U-1 Persons unemployed 15 weeks or longer, as a percent of the civilian labor force	5.6	4.8	4.9	5.5	5.3	5.1	5.0	5.0	4.9	4.9		
U-2 Job losers and persons who completed temporary jobs, as a percent of the civilian labor force	6.2	5.0	5.4	5.5	5.2	5.1	4.9	4.9	4.7	4.7		
U-3 Total unemployed, as a percent of the civilian labor force (official unemployment rate)	9.8	8.3	8.8	9.1	9.0	8.9	8.7	8.5	8.3	8.3		
U-4 Total unemployed plus discouraged workers, as a percent of the civilian labor force plus discouraged workers	10.4	8.8	9.4	9.7	9.6	9.5	9.3	9.1	8.9	8.9		
U-5 Total unemployed, plus discouraged workers, plus all other persons marginally attached to the labor force, as a percent of the civilian labor force plus all persons marginally attached to the labor force	11.4	9.8	10.5	10.7	10.5	10.4	10.2	10.0	9.9	9.9		
U-6 Total unemployed, plus all persons marginally attached to the labor force, plus total employed part time for economic reasons, as a percent of the civilian labor force plus all persons marginally attached to the labor force	17.3	15.2	16.2	16.1	16.4	16.0	15.6	15.2	15.1	15.1		

NOTE: Persons marginally attached to the labor force are those who currently are neither working nor looking for work but indicate that they want and are available for a job and have looked for work sometime in the past 12 months. Discouraged workers, a subset of the marginally attached, have given a job-market related reason for not currently looking for work. Persons employed part time for economic reasons are those who want and are available for full-time work but have had to settle for a part-time schedule. Updated population controls are introduced annually with the release of January data.

ACTIVITY REPORT – MARCH 2012
COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY

February 16, 2012

Yearly audits for the IDA and the Sullivan County Funding Corporation (SCFC) were conducted in February.

Work continued on completing the yearly documents required by the New York Authority Budget Office (ABO) for fiscal year 2011 for both the IDA and the SCFC. Because the Funding Corporation is considered a Public Authority, as is the IDA, the new entity must abide by all the legal requirements of the ABO. This information gets submitted through the online PARIS reporting system before April 1st.

Yearly changes to the IDA website were started.

Work on compiling and organizing the IDA's PILOT bills continued in February. Bills were sent out in December, January, and February. As the funds are received, they are forwarded to the taxing jurisdictions in a manner required by State law.

The Agency worked with Global Natural Foods on an application to the IDA for their Catskill Brewery project proposal. The project will be located in Livingston Manor.

At the IDA's February 14th meeting, the yearly review of agency's Procurement Policy, Investment Policy, and Property Disposal Policy was conducted. The Property Disposal Policy was then submitted to State agencies as required by NYS law. The selection and reaffirming of Agency officers and committee members was also accomplished.

Also at the February meeting, the Agency approved the hiring of a civil engineer to coordinate the construction phase of the Red Meat Facility project. These professional services will include meeting the requirements of the grant funding authorities, bidding the work, construction, supervision, and procurement of Agency permits.

Jennifer CS Brylinski
IDA Executive Director

PROJECTS	PRIORITY	NOTES
ATTRACTION		Jan-12
Shelburne Plastics	High	Shelburne has begun to apply for additional funding with several banks to finance a portion of its project. It will be looking to complete previous applications to the IDA and SCP as well. In addition Shelburne has applied for training grants through SC Planning office. We have assisted the company in securing over \$200,000 in grants from NYSEG and ESD funding in the amount of \$150,000. They will be manufacturing a variety of containers for liquids and food products for varying customers throughout the tri state area. \$4 million investment. 50 Jobs. Environmental Benefit - an adaptive reuse of an existing facility and existing equipment.
The Camp Professionals	Med	Have been steadily moving forward in the town of Mamakating. Culinary camp and year round instructional center. \$1 million investment. Property has not been on the tax roles but will be put on tax roles upon completion of the project. Environmental Benefit - an adaptive reuse of an existing facility that was on its last legs.
Aaron's Rental	High	Are working with the Village of Monticello to finalize details.
ASB Greenworld	High	Has secured building permit and has begun site work for a 28,000sq. Ft facility in Bethel. They are working out details for a GC to erect the building. They have begun recruitment efforts for a facilities manager and for core employees which they will begin training at their Valdosta, GA facility. 15 market rate jobs with benefits. The plant will produce planting soils and substrates utilizing all natural ingredients for sale to national distributors. Environmental Benefit - They will be working with municipalities to import select debris from storm surges, tree trimming etc. as part of their materials inflow. The company has made a dedicated effort to utilize local contractors.
Project Vision	High	Met with representatives of an Alberta, CA based company. The firm manufactures windows and curtain walls for high rise facilities in major northwest cities with a proprietary film system which creates a very efficient environmental barrier with uniform or-values from 5-8 times more efficient than existing products. Windows are for commercial use and have been installed in every environment. The company looks to build 30,000sq. ft to start with expansion to 100,000sq.ft and minimum 50 manufacturing jobs. A possibility does exist that the company can work with a past Partnership project Neversink Glass which is highly rated and does similar work in the NYC metro area. Environmental Benefit - the company is developing a way to incorporate photovoltaic film in its design since the assembly process is similar in an effort to offer glass curtain walls that are not only efficient, but also energy producing as well.
Apollo	High	We have been assisting Chancellor Livingston with a variety of marketing related and targeted demographic data as part of our technical assistance work. The work has help garner interest from a variety of prospects that they hope to locate to the site. Environmental Benefit - Chancellor has been contacted by Carbon Harvest to explore possible energy savings and other synergies etc.,
We Ship It	High	We have assisted WE Ship It in finding a suitable location for their expansion project. The Company has moved to Wurtsboro after completing upgrades to the a 34,500 sq. ft facility. The company distributes a variety of "club membership" type consumer products throughout the U.S. They have grown from a 12,000 sq.ft facility which was located in Bloomingburg. The company employs 8 and has landed additional contracts which will require expansion in the near future. space is available at the new location. Environmental Benefit - adaptive reuse of an existing facility.
Consolidation Project	High	Firm is looking to consolidate two operations/distribution centers in Thompson, which is half way between their two current and aging facilities. Firm has located a site that may be suitable. Conducting due diligence at this time though they are still searching for sites between exit 104 and 107. 65,000 sq. ft, high paying union scale jobs.
Location Incentives Group/	Med	NJ Firm looking for 10 - 12,000 sq. ft. Firm bottles shampoos and soaps and distributes nationally. We have presented the facility just vacated by We Ship Express. TBD
EXPANSION		
Ceramics/Controls Manufacturer	Low	Looking for additional space to manufacture High Temperature Heating, Industrial Ceramics (Insulating/Structural), Furnaces, Controls and related engineered products. 5 jobs. 5,000 sq. ft
Formaggio	High	Met with company several times to begin exploring the possibility of utilizing Sullivan County dairy in an expanded cheese production process. We have been working with HVACC on some very complicated issues that must be solved before the project can move forward. The has the potential of extraordinary benefits to the dairy farming community. Environmental Benefit - reduction in transportation costs, stable local demand, farm fresh product, local branding opportunities.
CBRE	High	Looking for space to house small snack distribution facility. Presented buildings in Bloomingburg, Liberty, and Monticello.
OTHER		
Frontier	High	Worked with local and state officials to stop the closure of the remaining element of the Frontier Insurance Co. saving 50 jobs in Sullivan County. The jobs are safe for another 18 months while the interested parties work out possible details for permanency and a potential expansion that would add an additional 50 jobs.



THE SULLIVAN COUNTY VISITORS ASSOCIATION

REPORT TO THE CED COMMITTEE

MARCH 1, 2012

- SCVA is finishing the work on the 2012 Visitors Guide that this year will feature for the cover a painting by a local artist who highlighted the 4 seasons and all of the things one can do in the Sullivan County Catskills. A new section of the guide will promote our new weddings and special occasion's section and the insert map has been updated.
- SCVA is working with the SC Chamber and the Roscoe Chamber to produce the first Outdoor Expo being held March 30 & 31.
- SCVA is working with the SC Chamber on a Shop Local campaign. SCVA will help the Chamber promote through email blast, direct mail and our Made in the Catskills web site.
- SCVA has held 3 sector marketing meetings to date in Bethel, Jeffersonville, and Roscoe/Livingston Manor. The objective is to provide the members with a networking opportunity and working together to develop vacation packages to be used on several of SCVA web sites and social media. These packages will be woven throughout Sullivan County to promote as many businesses as possible into a network of trails. Many great ideas have already come out of these meetings and SCVA will be working with its members to have several of these ideas available for 2012. Four more meetings are being scheduled.

www.scva.net www.outinthecatskills.com www.catskillsocial.com
www.madeinsullivancatskills.com www.catskillsconnect.com

- SCVA is implementing several updates to the main site, social media and digital advertising venues for 2012 including driving tours, direct mail and social campaigns.
- SCVA is in the process of contacting the vast number of second home owners in Sullivan County. A survey will be mailed to each owner in an attempt to capture updated addresses and emails for future marketing efforts.
- SCVA has partnered with members to attend a golf show in NJ and upcoming golf show in Westchester. Other shows include 3 outdoor shows, the NY Times Show and the GLBT Expo this spring.
- SCVA is working with the promoters of Food Stock and Farm Stock to promote these growing events. SCVA will partner to advertise and promote through the various social media.
- SCVA is working with the Arts community to further promote last year's Arts & Cultural Guide.
- With the Tourism Marketing Committee, SCVA is looking to create a multi-day event during the shoulder season to create interest in the arts. Then a "passport program" will be instituted for 2012 so visitors will be enticed to visit at least several of the venues during the season.
- SCVA and the Tourism Marketing Committee are compiling all of the unusual aspects of Sullivan County to use for promotion and geo caching.
- SCVA and the Committee are working with Digit and the Arts Alliance to create a new film festival.
- SCVA is asking visitors to submit their vacation videos to SCVA for promoting on the web site.
- SCVA is in the process of utilizing direct mail to target specific markets both locally and regionally with its members.
- SCVA is going to market the golf courses this year with a golf card. After talking to some of the courses last year we will be working with the courses to get this program for 2012.
- SCVA continues to work with Renaissance on the Coach Bus Stop and SC airport project.
- SCVA continues to send e-blasts and media updates.
- SCVA is working with a NYS public relations firm to pitch stories on maple sugaring and Farm to Table events.
- SCVA is hosting a film crew on April 27 & 28 from the UK to promote fishing and attractions in the Sullivan County Catskills.