



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

**SULLIVAN COUNTY LEGISLATURE**  
**Community and Economic Development Committee**  
*July 10, 2012*  
*9:45 A.M.*

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

***AGENDA***

**PRESENTATION: None**

**DISCUSSION ITEMS: None**

**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  
July 5, 2012  
Planning

- Economic Development Masterplan RFP update
  - Kick-off meeting & tour with Wadley-Donovan GrowthTech LLC -- June 28<sup>th</sup>.
- Broadband
  - DVI presentation -- July 12<sup>th</sup>
  - Draft report under review
- Micro-Enterprise Grants – Developing contracts.
- CFA Process Highlights & Updates
  - Priority Project deadline of June 29<sup>th</sup>.
  - CFA deadline July 16<sup>th</sup>

**Community and Economic Development Committee**  
**July 10, 2012**  
**Center for Workforce Development Highlights**

1. The Summer Youth Employment Program is underway. The program will provide 60 youth a paid work experience from July 10 through August 17.
2. The One Stop Center Rapid Response team met on June 28 with the 11 dislocated workers from the Monticello Central School District. One Stop Center staff provided information on applying for unemployment benefits and services available through the workforce development system.
3. Attended an initial meeting on June 28 with the consultant firm Wadley Donovan who will be developing the county's comprehensive economic development plan.
4. The seven Workforce Directors in the Hudson Valley completed and submitted a regional workforce response to targeted goals of the HV Regional Economic Development Council.
5. Beginning work on the Workforce Investment Act local plan for Program Year 2012. The plan is due to NYS Department of Labor by September 14, 2012.

**State Unemployment Rankings May 2012**  
**Hudson Valley Counties**

County	Unemployment Rate	State Ranking
Putnam	6.8	2
Rockland	7.0	3
Westchester	7.2	6
Dutchess	8.2	22
Orange	8.3	25
Ulster	8.8	39
Sullivan	9.7	51

# Labor Market Profile

## Resident Civilian Labor Force and Nonfarm Employment

### SULLIVAN COUNTY

May 2012, April 2012, May 2011

Category	May 2012	Apr 2012	May 2011	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	34,100	33,600	34,000	500	1.5%	100	0.3%
Employed	30,800	30,400	31,000	400	1.3%	-200	-0.6%
Unemployed	3,300	3,200	3,000	100	3.1%	300	10.0%
<b>Sullivan County Unemployment Rate</b>	<b>9.7%</b>	<b>9.4%</b>	<b>8.7%</b>	<b>0.3</b>		<b>1.0</b>	
NYS Unemployment Rate	8.6%	8.1%	7.8%	0.5		0.8	
US Unemployment Rate	7.9%	7.7%	8.7%	0.2		-0.8	
<b>Total Nonfarm</b>							
<b>Total Nonfarm</b>	<b>25,600</b>	<b>25,000</b>	<b>25,600</b>	<b>600</b>	<b>2.4%</b>	<b>0</b>	<b>0.0%</b>
<b>Total Private</b>							
<b>Total Private</b>	<b>19,500</b>	<b>19,000</b>	<b>19,400</b>	<b>500</b>	<b>2.6%</b>	<b>100</b>	<b>0.5%</b>
<b>Goods-Producing</b>							
<b>Goods-Producing</b>	<b>2,100</b>	<b>2,100</b>	<b>2,300</b>	<b>0</b>	<b>0.0%</b>	<b>-200</b>	<b>-8.7%</b>
<b>Natural Resources, Mining and Construction</b>							
<b>Natural Resources, Mining and Construction</b>	<b>900</b>	<b>900</b>	<b>1,100</b>	<b>0</b>	<b>0.0%</b>	<b>-200</b>	<b>-18.2%</b>
<b>Manufacturing</b>							
<b>Manufacturing</b>	<b>1,200</b>	<b>1,200</b>	<b>1,200</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
<b>Service-Providing</b>							
<b>Service-Providing</b>	<b>23,500</b>	<b>22,900</b>	<b>23,300</b>	<b>600</b>	<b>2.6%</b>	<b>200</b>	<b>0.9%</b>
<b>Private Service-Providing</b>							
<b>Private Service-Providing</b>	<b>17,400</b>	<b>16,900</b>	<b>17,100</b>	<b>500</b>	<b>3.0%</b>	<b>300</b>	<b>1.8%</b>
<b>Trade, Transportation and Utilities</b>							
<b>Trade, Transportation and Utilities</b>	<b>4,200</b>	<b>4,100</b>	<b>4,200</b>	<b>100</b>	<b>2.4%</b>	<b>0</b>	<b>0.0%</b>
<b>Information</b>							
<b>Information</b>	<b>200</b>	<b>200</b>	<b>200</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
<b>Financial Activities</b>							
<b>Financial Activities</b>	<b>1,100</b>	<b>1,100</b>	<b>1,100</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
<b>Professional and Business Services</b>							
<b>Professional and Business Services</b>	<b>1,400</b>	<b>1,400</b>	<b>1,300</b>	<b>0</b>	<b>0.0%</b>	<b>100</b>	<b>7.7%</b>
<b>Education and Health Services</b>							
<b>Education and Health Services</b>	<b>6,400</b>	<b>6,400</b>	<b>6,300</b>	<b>0</b>	<b>0.0%</b>	<b>100</b>	<b>1.6%</b>
<b>Leisure and Hospitality</b>							
<b>Leisure and Hospitality</b>	<b>2,500</b>	<b>2,300</b>	<b>2,500</b>	<b>200</b>	<b>8.7%</b>	<b>0</b>	<b>0.0%</b>
<b>Other Services</b>							
<b>Other Services</b>	<b>1,600</b>	<b>1,400</b>	<b>1,500</b>	<b>200</b>	<b>14.3%</b>	<b>100</b>	<b>6.7%</b>
<b>Government</b>							
<b>Government</b>	<b>6,100</b>	<b>6,000</b>	<b>6,200</b>	<b>100</b>	<b>1.7%</b>	<b>-100</b>	<b>-1.6%</b>

# CURRENT PROJECT SUMMARY

PROJECTS	PRIORITY	NOTES
ATTRACTION		Jul-12
Project Olive	High	An olive oil producer from Spain is seeking a US partner to distribute its finished and bottled products here. BA has contacted WE Ship Express a previous SCP project which was located on McDonald Road in Wurtsboro who has expressed interest. The Spanish company is currently sending samples to BA to begin determining quantity, cost, end users and other logistics. We Ship Express will respond with proposal. The potential for yet another expansion exists at the distribution headquarters in Wurtsboro which would add mores jobs to the area. This was a WEDA generated lead.
Project Recycling	Med	A recycling company has expressed interest in an existing 100,000 sq ft. facility somewhere along the Route 17 Corridor between Binghampton and NYC. No facility exists meeting the size requirment in Sullivan County. However, BA has submitted the Quickway Metals building which is 80,000sq ft. The company representative has visited an inspected the facility though still small for the overall needs of the company. They continue to search in Delawsre and Orange County.
Project Back Office	High	Manhattan based company seeking back office customer service space. Company will be looking at two locations and may possibly consider new construction at Emerald Corporate Center. 20,000sq.ft, 100 jobs with 401k and benefits. <u>Update:</u> Company visited with BA on Sat. 4/21/12 and is interested in space at Frontier Insurance. BA has provided comparative cost analysis and additional critical information needed for company to make a final decision. We are competing with Orange County, New Jersey, Texas, and northwest states. <u>Update II:</u> we have made the short list for final selection. Company is concerned with quantity and quality of employees. BA is working with Workforce Development to resolve this question. <u>Update III:</u> Company representative met with BA and Laura Quigley, who provided the company with sample job descriptions and reviewed the various Workforce Development offerings. The meeting was very positive as the details of jobs, work place responsibilities, recruitment, were all discussed. The companywil re-engage after the July 4th break. Job numbers have gone up to 130. Environmental Benefit - an adaptive reuse of an existing facility.
ASB Greenworld	Med	<i>Fully under construction at this time and is training employees and completing working relationships with local suppliers. Update: Company ran into an issue getting high speed internet to the site. SCP has facilitated discussions with Verizon and TW to provide that service. Update II: Company has found a remedy. Company expects to bee operational and begin deliveries in July.</i>
Project Aquaculture	Med	An out of state group is seeking to locate a large aquaculture faciltiy in Sullivan County. The company will hire 200 employees and seeks to construct a 500,000 sq. ft facility . BA has submitted suitable sites for consideration. The group is well financed and will be developing similar facilities in Canada. <u>Update:</u> The company representaive has informed BA that its is interested in the Liberty Commerce Park, a site for which the Partnership secured \$100,000 in "Build Now New York" grants in 2007. The site developers have competed its environmental review and has secured approval for the 1st phase of the development. Update:II BA has met with the company representatives which continue to express interest in Liberty. We are however, now competing with Montgomery County which does have a shovel ready business park in the Town of Florida. BA is preparing a comparaztive analysis and an incentive projection for the prospect. Update:II Company is finalizing financing and will make a site decision upon completion.
The Camp Professionals	Med	<i>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. Update: Proceeding as planned Environmental Benefit - an adaptive reuse of an existing facility that was on its last legs.</i>
Yukagumi Maitake	High	<i>Continue to move ahead with final planning, approval necessary to begin construction.</i>
Carbon Harvest	Medium	<i>Negotiations ongoing on project at county legal department.</i>

# CURRENT PROJECT SUMMARY

EXPANSION		
Lodge in Rock Hill	High	Construction fully underway at the now termed " The Sullivan"
Achieve	High	Care center is seeking assistance to expand facility and add new employees. It will be seeking funds through Consolidated Funding application. A meeting is scheduled with Empire State Development Mid Hudson rep to review options. \$3.6 million investment and 25 new jobs. Update: We met with the Managaing Partner/CEO and Director of Community Services. We have contacted ESD regarding this project as well. It was determined to contiue with original path of apply through CFA in the upcoming round as the best track moving forward. Firm is exploring working with th IDA, if appropriate, as well.
Center for Discovery	High	<b><i>Regional Children's Assessment Center/Integrated 60 Bed Specialty Hospital. 300 jobs.</i></b>
EPT Concord Resort	High	Tourism Destination Project with potential to create 1000 jobs.
OTHER		
Computer Consultant	High	Small start up looking to millenium and Village of Liberty funding for a computer consulting/training business along with a retail location in the Backer-owned Liberty retail center. Update: Company has submitted application to SCIDA
Retailer	High	Shoe retailer looking for millenium funding to expand business. Demand has grown and created a need for additional inventory. Company will be submitting updated busoiness plan and application to SCIDA in July.
Towns of Liberty and Delaware	High	Have met with and made presentations to Town Boards concerning various Revolving Loan Funds of IDA and Partnership. Presented current Partnership projects.



**THE SULLIVAN COUNTY VISITORS ASSOCIATION**  
**REPORT TO THE CED COMMITTEE**  
**July 5, 2012**

- SCVA'S 2012 Visitors Guide is being distributed to visitors centers, web and 800 requests and ad placement requests. To date over 50,000 guides have been distributed.
- A recent visit from a free lance writer was recently published in Passport Magazine, an international gay travel publication, for the May edition and on Fodor Travel. David Magazine in Atlanta, GA., that is another international G&L publication saw the story and has elected to publish an additional article in their magazine for new places to visit.
- We have received a trailer of the fishing spot being done in the UK by the film crew on April 29 –May 2 from the UK to promote fishing and attractions in the Sullivan County Catskills. The contest and program is set to premier this month at the largest fishing shows in the UK and Europe. Wychwood, a UK supplier of fishing gear, THG Holiday and Virgin Atlantic will be promoting the Sullivan County Catskills as a NYS destination.
- SCVA has been working with the NYS and CATS public relations firm to promote various events and attractions in the Sullivan County Catskills.
  - SCVA was approached by an inquiry on the Day to be Gay event on July 14 at the Dancing Cat Saloon and Distillery and have received notice that motor coaches may travel from NYC for the event.
  - A new yoga retreat open in Parksville is having a Happy Feat 5K run/walk and interest has been generated through our e-blasts and web site.

- SCVA will be attending a NYC Media Showcase along with the other CATS counties to meet with 150 media outlets for fall stories and promotions.
  - Meetings Focus free lance writer is looking to do a story on new or renovated meeting facilities with a twist on outdoor activities and attractions. SCVA submitted the Villa Roma, The Sullivan and the EPT project at Concord.
  - A recent inquiry turned into a travel segment already airing with Travel with Val (Val D'Elia) on NY1 and YNN. Val's interest was in our Farm Stock and family outings from NYC. It was intended to highlight the entire Catskill Region over 3 days but due to scheduling on Val's part, it was all about Sullivan County. With the help of Apple Pond Farm, Amy Erlwein making strawberry jam with a group of campers from PA and Diehl's Family Farm, the travel piece was great and will create interest in visiting Sullivan County.
- SCVA has seen tremendous success with the weekly e-blast. It continues to drive traffic to the SCVA main site, Catskill Social and especially to the various events and businesses featured each week.
  - "The Contest", an independent film began shooting in Liberty in June and are expected to finish this month. Another independent film finished shooting in the Parksville area last month.
  - SCVA hosted the Strategic Consultants at the Villa Roma.
  - SCVA is hosting the Food Tripper, Helen Hokin, from the UK who does a travel and food show. Helen has over a million viewers to her show. She will be visiting the Hudson Valley and the Catskills. In Sullivan County she will visit Hudson Valley Foie Gras and have a natural food meal prepared by our members. She will be also be partaking in some of the attractions in Sullivan County.
  - SCVA now has an inbound tour operator, Big V Tours, that is working on bringing groups from NYC to the Sullivan County Catskills. The two trips available at this time are an outdoor adventure package and a Peace & Love tour. Plans are to incorporate overnight packages to include stay & play, foliage and spirit tours. Big V Tours and SCVA will be working to create packages that help extend the season.



- SCVA hosted a golf travel writing couple last month. They played golf at Villa Roma, Tarrybrae and the Concord. They enjoyed a kayak trip down the Delaware and got to be entertained at Caesar night. This couple writes for many golf and travel publications.
- SCVA and the Tourism Marketing Committee are compiling all of the unusual aspects of Sullivan County to use for promotion.
- SCVA is asking visitors to submit their vacation videos to SCVA for promoting on the web site.
- SCVA continues to work with Renaissance on the Coach Bus Stop and SC airport project as well as our own Renaissance project. With the recent departure of the credit union, SCVA inherited the large sign in front of our building. The sign now displays upcoming events digitally and welcomes visitors to our brochure room. A recent count of traffic revealed over 8,900 cars pass by daily, on average.
- Lochmore Golf course was featured in the Korean Daily in NYC.
- SCVA generated letters of support for the EPT project at the Concord and the Berman project.
- SCVA is working on Governor Cuomo's Statewide Pathway to History project.
- SCVA is working regionally and statewide on tourism funding through the NYS CFA program.
- SCVA will help promote the SC Chamber's buy local campaign. SCVA has supported the small businesses in the County through the local match ad program that helps small businesses stretch their advertising dollars and brings not only visitors but locals through their doors.
- Tentative date for the Sullivan County Catskills Outdoor Expo is March 22 & 23, 2013. This will coincide with the State Conference of Duck Unlimited.