



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

SULLIVAN COUNTY LEGISLATURE
Community and Economic Development Committee
August 2, 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:

- 1. To support retaining jobs at Frontier Insurance Company during the Court Ordered Rehabilitation Plan Proceedings.**

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:

RESOLUTION INTRODUCED BY COMMUNITY AND ECONOMIC DEVELOPMENT COMMITTEE TO SUPPORT RETAINING JOBS AT FRONTIER INSURANCE COMPANY DURING THE COURT ORDERED REHABILITATION PLAN PROCEEDINGS

WHEREAS, the New York State Liquidation Bureau (NYLB) acting as receiver for the Superintendent of the New York State Department of Financial Services is in the process of liquidating Frontier Insurance Company as part of a court ordered rehabilitation plan proceeding, and

WHEREAS, as part of the rehabilitation plan proceeding the NYLB has the responsibility to administer the remaining insurance policies and has the ability to determine the physical location where the remaining “run-off” business will be performed, and

WHEREAS, Frontier Insurance Company employees approximately 50 people at their Rock Hill, New York offices, processing the “run-off” business, and

WHEREAS, the loss of these 50 jobs will have a detrimental impact on the lives of the employees and on the economy of Sullivan County.

NOW, THEREFORE, BE IT RESOLVED, that the Sullivan County Legislature hereby requests that the NYLB allow the remaining “run-off” business to continue to be performed in Rock Hill, New York, and

BE IT FURTHER RESOLVED, that the Clerk to the Legislature shall transmit an electronic copy of this resolution to Governor Andrew M. Cuomo, Senator John Bonacic, Assemblywoman Aileen Gunther, and Benjamin M. Lawsky, Superintendent of the New York State Department of Financial Services.



SULLIVAN COUNTY
DIVISION OF PLANNING AND ENVIRONMENTAL MANAGEMENT
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CED Committee
August 2, 2012
Planning

- Economic Development Masterplan update
 - Employer survey being prepared.
 - Data collection underway.
 - August tour being scheduled.

- Broadband
 - Final DVI report under review
 - Recommended action items by DVI:
 - Establish a “We Can Do” policy and “go-to person” regarding telecommunications infrastructure and services.
 - Create a decision making team.
 - Empower team to provide speedy, substantive and useful responses to proposals and questions.
 - Identify potential grant opportunities and secure funding.
 - Engage a law firm with expertise in telecommunications contracts and regulatory law.
 - Until 4G is available to every home and business in SC, retain a telecommunications engineering firm to manage and run any County-acquired or County built wireless and/or wireline telephony infrastructure and/or services.

- Micro-Enterprise Grants – contracts finalized and delivered to grant recipients.

- CFA Process Highlights & Updates
 - 251 CFA applications under review
 - Priority CFA applications being evaluated August 7 & 8 (25 under review) for 20 points.
 - Balance of CFA applications will compete for 15, 10, and 5 points from the Council.

Community and Economic Development Committee

August 2, 2012

Center for Workforce Development Highlights

1. NYS Dept of Labor is in receipt of a National Emergency Grant (NEG) that will make available \$^ million statewide for On-the-Job Training (OJT) contracts with business. An OJT is designed to be a “win-win” for the employer and the employee. Through this grant, businesses hiring eligible job seekers will qualify for wage reimbursements for up to six months. This grant is focused on the hiring of long term unemployed people. The Workforce Development Business Services Team is meeting August 3rd to put an action plan in place to inform businesses and job seekers of this new opportunity.
2. Jonathan Freitis from TD Bank North will be meeting with youth participants in the Summer Youth Employment Program to talk about the basics of banking and saving money. These sessions will be held in early August to coincide with the first payroll period.
3. Attended an education meeting hosted by SCCC on July 12. Focus is on better alignment of education and economic development.
4. Led a presentation on NY workforce system services for USDOL Region 1 representatives from 9 Northeastern States on July 19.
5. Work continues on the Workforce Investment Act local plan for Program Year 2012. The plan is due to NYS Department of Labor by September 14, 2012.
6. For the 2nd quarter of 2012 Welfare to Work program:
 - 235 individuals completed the required orientation
 - 134 TANF (57%)
 - 91 Safety Net (39%)
 - Of those who completed orientation:
 - 114 (49%) were new applicants to the Sullivan County welfare system.
 - 88 from Sullivan County (77%)
 - 16 from another county within NYS (14%)
 - 10 from another state (9%)
7. The Program Year 2011 (July 1, 2011 – June 30,2012) the Workforce Investment Act (WIA) Adult, Dislocated Worker and Youth programs served a total of 3,533 individuals. Of those served:
 - 2,616 received core job search services
 - 1,514 received intensive services
 - 347 received education and training services
 - 142 received short term pre-vocational training services
 - 24 received youth services

Of the 347 who received education and training:

- Education and Health Services 27%
- GED 23%
- Occ Skills Training 20%
- Electrical & HVAC 7%
- Business Services 6%
- ESL 6%
- Other 4%
- Technology 3%
- Bldng Analyst / Facilities Management 3%
- OJT 1%

State Unemployment Rankings June 2012
Hudson Valley Counties

County	Unemployment Rate
Putnam	7.0
Rockland	7.3
Westchester	7.5
Dutchess	8.6
Orange	8.8
Ulster	9.1
Sullivan	9.8

Looking at unemployment rate data back to 1974 there has not been another time when the unemployment rate for June in Sullivan County was 9.8. The closest rates for June are recent years: 2011 (8.7%), 2010 (8.5%) and 2009 (8.5%). Prior to that there were 1992 and 1977 both at 8.1%.

The June 2012 data from the NYS Dept of Labor shows that the Sullivan County Resident Civilian Labor Force (35,300) increased by from June 2011 to June 2012. However, within that number the number of employed dropped by 300 while the number of unemployed increased by 400. The unemployed number includes those that are in receipt of unemployment insurance benefits as well as those who state they are actively looking for work. In reaching out to the NYSDOL Division of Research and Statistics, they stated that statewide the rates for June have been the highest since 1990. This is attributed to an increase in claims as well as an increase of people reentering the job search market.

Labor Market Profile

Resident Civilian Labor Force and Nonfarm Employment

SULLIVAN COUNTY

June 2012, May 2012, June 2011

Category	Jun 2012	May 2012	Jun 2011	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	35,300	34,000	35,100	1,300	3.8%	200	0.6%
Employed	31,800	30,700	32,100	1,100	3.6%	-300	-0.9%
Unemployed	3,500	3,300	3,100	200	6.1%	400	12.9%
Sullivan County Unemployment Rate	9.8%	9.8%	8.7%	0.0		1.1	
NYS Unemployment Rate	9.1%	8.6%	8.1%	0.5		1.0	
US Unemployment Rate	8.4%	7.9%	9.3%	0.5		-0.9	
Total Nonfarm	26,500	25,600	26,600	900	3.5%	-100	-0.4%
Total Private	20,400	19,500	20,300	900	4.6%	100	0.5%
Goods-Producing	2,200	2,100	2,400	100	4.8%	-200	-8.3%
Natural Resources, Mining and Construction	1,000	900	1,200	100	11.1%	-200	-16.7%
Manufacturing	1,200	1,200	1,200	0	0.0%	0	0.0%
Service-Providing	24,300	23,500	24,200	800	3.4%	100	0.4%
Private Service-Providing	18,200	17,400	17,900	800	4.6%	300	1.7%
Trade, Transportation and Utilities	4,400	4,200	4,300	200	4.8%	100	2.3%
Information	200	200	200	0	0.0%	0	0.0%
Financial Activities	1,200	1,100	1,200	100	9.1%	0	0.0%
Professional and Business Services	1,400	1,400	1,400	0	0.0%	0	0.0%
Education and Health Services	6,400	6,400	6,300	0	0.0%	100	1.6%
Leisure and Hospitality	2,900	2,500	2,900	400	16.0%	0	0.0%
Other Services	1,700	1,600	1,600	100	6.3%	100	6.3%
Government	6,100	6,100	6,300	0	0.0%	-200	-3.2%

ACTIVITY REPORT – AUGUST 2012
COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY

July 24, 2012

US Department of Agriculture RMAP loans approved by the IDA during June and July:

- 1- Krankypants LLC, Patricia and Anthony Mentnech, in the amount of \$40,000, for a Laundromat project in Woodbourne.
- 2- Majeck Furniture Warehouse Inc, William Cuttita, in the amount of \$50,000, for a retail furniture store in Monticello.
- 3- ND Pro Media Inc, Matthew Dorcas, in the amount of \$25,000, for a film making service in Monticello.
- 4- Prohibition Distillery LLC, Brian Facquet and John Walsh, in the amount of \$50,000 for a craft distillery in Roscoe.
- 5- Samba Café and Inn LLC, Tim and Andrea Corcoran, in the amount of \$30,000 loan and \$4,500 grant for website design, for the processing and distribution of Brazilian cheese bread.

Millennium Loans approved by the Sullivan County Funding Corporation during June and July:

- 1- 49 Main Street LLC, Jon Westergreen, in the amount of \$21,000, for a specialty retail business featuring locally grown food in Livingston Manor.
- 2- 233 Hurd Parks Road LLC, Colleen Cunningham, in the amount of \$50,000, for the expansion of agri-business destination in Swan Lake.

On July 18, 2012, the IDA approved the Loughlin & Billig PC project. This project will allow local attorneys to keep their operations within Sullivan County and will eventually add 10 new employees. Renovations of the vacant building at 461 Broadway will cost between \$225,000 and \$300,000.

Work continued with Holiday Mt regarding the New York State Dormitory Authority's proposed funding for infrastructure related to an expansion project.

Verbal update report on Red Meat Facility to be given at committee meeting.

Jennifer CS Brylinski
IDA Executive Director

CURRENT PROJECT SUMMARY

PROJECTS	PRIORITY	NOTES
ATTRACTION		
<i>Aug-12</i>		
Project Deep Freeze	High	O hio based frozen food company is seeking 10,000 sq ft for storage and distribution. BA has submitted a 13,000 sq. ft building in Bloomingburg that formerly housed the WE Ship Express company. The search is in its early stages.
Project Exact	High	Illinois firm is seeking 60 to 100,000sq ft to expand a plastic injection molding company eastward. BA has submitted the Quickway metal fabrication company as it is the closest suitable alternative.
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. UPDATE: Samples ariived to BA yesterday. A meeting with WE Ship Express is sxcheduled for next week to map out terms and logistics.
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. UPDATE: Putting together short loist of sites. Sullivan site a long shot.
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. UPDATE: Company has reviewed other sites will respond over the next several weeks. Note: COmpany has been advertising locally as a test for employee suitability.
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. <u>Update II:</u> 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.

CURRENT PROJECT SUMMARY

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. Update: Proceeding as planned* *Environmental Benefit - an adaptive reuse of an existing facility that was on its last legs.*

EXPANSION

Lodge in Rock Hill **High** Construction fully underway at the now termed "The Sullivan" Update:

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 Managing Partner/CEO and Director of Community Services. We have contacted ESD regarding this project as well. It was determined to continue with original path of apply through CFA in the upcoming round as the best track moving forward. Firm is exploring working with the IDA, if appropriate, as well. UPDATE: a CFA application has been submitted.

OTHER

Retailer **High** Shoe retailer looking for millennium funding to expand business. Demand has grown and created a need for additional inventory. Company will be submitting updated business plan and application to SCIDA in July. UPDATE: IN process. May be more suitable for RMAPS application TBD.



THE SULLIVAN COUNTY VISITORS ASSOCIATION
REPORT TO THE CED COMMITTEE
August 2, 2012

- SCVA'S 2012 Visitors Guide is being distributed to visitors centers, web and 800 requests and ad placement requests.
- SCVA is exploring new programs for the promotion of Sullivan County for Fall. Through this endeavor SCVA attended a NYS sponsored Media Marketplace in NYC. There, SCVA met with numerous writers. Many of those writers have already expressed interest in covering the Big Eddy Film Festival, Harvest Festival at Bethel Woods, our great outdoors, farm to fork, foliage, The Sullivan opening, Fall Food Events at the Villa Roma and the Catskill Distillery.
- Pig Mountain 2012 returns to the Catskills on August 11, being held in Narrowsburg this year. The organizers have taken over this event locally and plan to entice people to make a weekend around the event.
- SCVA is working with a Westchester group to explore a pilot program involving our Sullivan County Ag community supplying agricultural product to major food service operations in Westchester.
- SCVA is working with several community minded advocates to create new ideas that will spawn county-wide events.
- Update on the UK fishing promotion. The large outdoor show was cancelled due to rainy weather in the UK. Wychwood, a UK supplier of fishing gear, THG Holiday and Virgin Atlantic and the I Love NY team is working on an alternative plan for the promotion. SCVA will be getting the film production soon.

- **SCVA has been working with the NYS and CATS public relations firm to promote various events and attractions in the Sullivan County Catskills.**
- **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 golf travel writers that SCVA hosted last month did a beautiful article on golf in the Catskills. They played golf at Villa Roma, Tarrybrae and the Concord. They enjoyed a kayak trip down the Delaware and were entertained at Caesar's night. This was the first article of several that the couple will do.**
- **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 curb appeal around the County as the projects are nearing completion and ready for judging in August.**
- **The new sign in front of SCVA office is drawing additional visitor traffic into our fully stocked visitor's center.**
- **SCVA generated letters of support for the EPT project at the Concord and the RH Development project.**
- **SCVA is working on Governor Cuomo's Statewide Pathway to History project.**
- **SCVA is working regionally and statewide on tourism funding through various funding opportunities and outlets.**
- **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.**