



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

**SULLIVAN COUNTY LEGISLATURE**  
**Community and Economic Development Committee**  
*October 4, 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:**

**RESOLUTIONS: None**

**DIVISION/PROGRAM UPDATE:**

- Community & Economic Development Update- Luiz Aragon
- Workforce Development - Laura Quigley
- IDA - Jennifer C.S. Brylinski
- Partnership for Economic Development – Allan Scott
- Visitors Association - Roberta Byron-Lockwood

**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  
October 4, 2012  
Planning

- Economic Development Masterplan update
  - September interviews/tour completed.
  - September community meetings in Monticello & Liberty
- Broadband
  - NY Connect Grant opportunity – Time Warner application in progress.
- Micro-Enterprise Grants
  - Contracts executed.
- CFA Process Highlights & Updates
  - Mid-Hudson Plan submitted.

## Community and Economic Development Committee

October 4, 2012

### Center for Workforce Development Highlights

1. The NYS Dept of Labor is in receipt of a National Emergency Grant (NEG) that will make available \$6.4 million statewide for On-the-Job Training (OJT) contracts with businesses. An OJT is designed to be a “win-win” for the employer and the employee. Through this grant, private sector businesses hiring eligible job seekers will qualify for wage reimbursements for up to six months. Percent of wages to be reimbursed is based on total number of full time employees before the hiring of an OJT/NEG participants:

- 1-50 employees = up to 90% reimbursement
- 51-250 employees = up to 75% reimbursement
- More than 250 employees = up to 50% reimbursement

The jobs must be full-time, permanent and pay at least the minimum wage of \$7.25/hour.

Reimbursement will not exceed the hourly rate of \$24.42/hr. Other requirements apply.

Eligible individuals must be unemployed for 27 weeks or more and meet the guidelines outlined in the local OJT policy. Contact people for this initiative are Pat Bevacqua or Laura Quigley who both can be reached at 807.0385.

2. Under the Middle Class Tax Relief and Job Creation Act of 2012, eligible laid off workers received extended unemployment compensation. This is scheduled to end on December 31, 21012. As of the week beginning September 2, 2012, there are 563 Sullivan County extended unemployment compensation recipients who will exhaust their benefits by the end of the year if they do not find a job or if there are no new extensions passed by Congress.

3. The Workforce Investment Act (WIA) Adult and Dislocated Worker programs  
Program Year 2011 (July 1, 211 – June 30, 2012)

3,535 participants received WIA services at the One Stop Center

- Self Directed Services – 1,369 participants  
(Career Center computers, fax, phones etc for job search)
- Staff Assisted Core Services – 1,675 participants  
(job search assistance, labor market information, support services, assessment, job listings, resume development)
  - Intensive Services – 1,498 participants  
(short term pre-vocational training, individual employment plan development, career counseling, work readiness, work experience, case management)
    - Training Services – 301 participants  
(classroom or on-the-job (OJT))

Youth program – 40 youth served

(education, training, case management, assessment, paid work experience, paid internships, support services, job placement)

4. Welfare to Work

For the period January 1, 2012 – August 31, 2012

1,146 individuals were referred to CWD

Of those, 613 (TANF 55%; Safety Net 45%) showed for orientation and received intensive services.

For July and August, 2012

252 individuals were referred to CWD

Of those, 130 (TANF 59%; Safety Net 41%) showed for orientation and received intensive services. Of those, 42 individuals (32%) had never applied for public assistance.

State Unemployment Rankings August 2012  
Hudson Valley Counties

County	Unemployment Rate	Statewide Rank (out of 62)
Putnam	7.0	6
Rockland	7.1	7
Westchester	7.6	11
Dutchess	8.2	24
Orange	8.7	38
Sullivan	9.1	47
Ulster	9.2	50

# Labor Market Profile

## Resident Civilian Labor Force and Nonfarm Employment

### SULLIVAN COUNTY

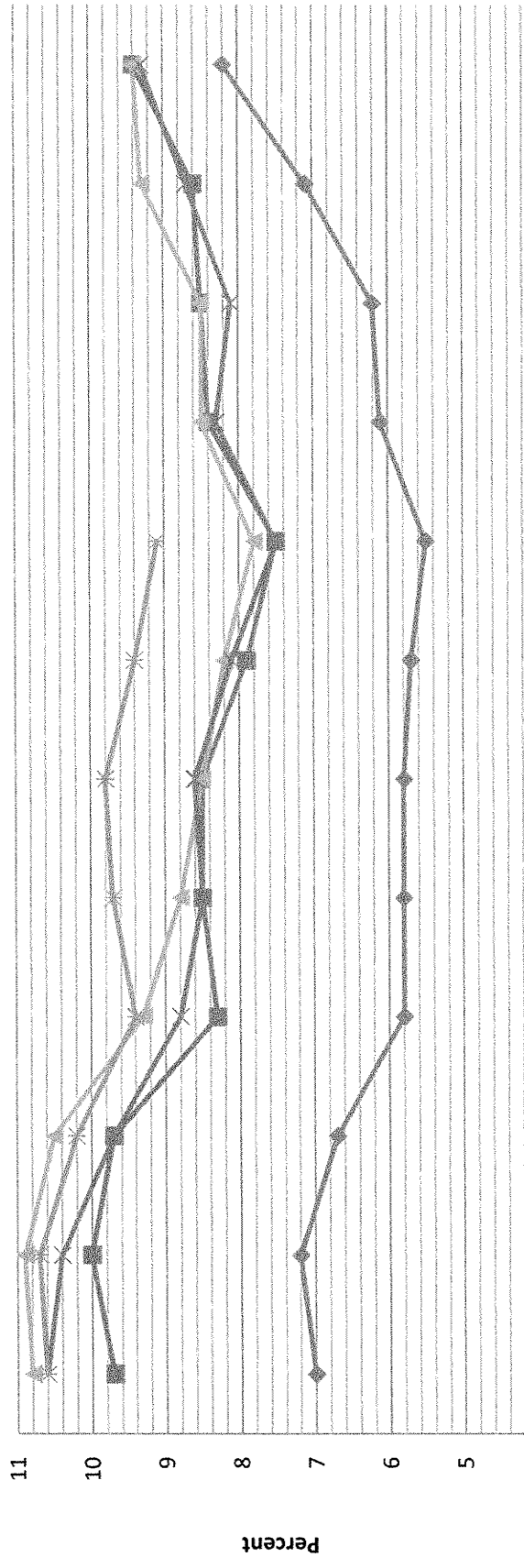
August 2012, July 2012, August 2011

Category	Aug 2012	Jul 2012	Aug 2011	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	36,500	36,400	36,600	100	0.3%	-100	-0.3%
Employed	33,100	33,000	33,700	100	0.3%	-600	-1.8%
Unemployed	3,300	3,400	2,900	-100	-2.9%	400	13.8%
<b>Sullivan County Unemployment Rate</b>	<b>9.1%</b>	<b>9.3%</b>	<b>7.9%</b>	<b>-0.2</b>		<b>1.2</b>	
NYS Unemployment Rate	8.8%	9.1%	8.1%	-0.3		0.7	
US Unemployment Rate	8.2%	8.6%	9.1%	-0.4		-0.9	
<b>Total Nonfarm</b>	<b>27,700</b>	<b>27,300</b>	<b>27,900</b>	<b>400</b>	<b>1.5%</b>	<b>-200</b>	<b>-0.7%</b>
<b>Total Private</b>	<b>21,800</b>	<b>21,600</b>	<b>21,800</b>	<b>200</b>	<b>0.9%</b>	<b>0</b>	<b>0.0%</b>
<b>Goods-Producing</b>	<b>2,200</b>	<b>2,200</b>	<b>2,500</b>	<b>0</b>	<b>0.0%</b>	<b>-300</b>	<b>-12.0%</b>
<b>Natural Resources, Mining and Construction</b>	<b>1,000</b>	<b>1,000</b>	<b>1,200</b>	<b>0</b>	<b>0.0%</b>	<b>-200</b>	<b>-16.7%</b>
<b>Manufacturing</b>	<b>1,200</b>	<b>1,200</b>	<b>1,300</b>	<b>0</b>	<b>0.0%</b>	<b>-100</b>	<b>-7.7%</b>
<b>Service-Providing</b>	<b>25,500</b>	<b>25,100</b>	<b>25,400</b>	<b>400</b>	<b>1.6%</b>	<b>100</b>	<b>0.4%</b>
<b>Private Service-Providing</b>	<b>19,600</b>	<b>19,400</b>	<b>19,300</b>	<b>200</b>	<b>1.0%</b>	<b>300</b>	<b>1.6%</b>
<b>Trade, Transportation and Utilities</b>	<b>4,400</b>	<b>4,400</b>	<b>4,300</b>	<b>0</b>	<b>0.0%</b>	<b>100</b>	<b>2.3%</b>
<b>Information</b>	<b>200</b>	<b>200</b>	<b>100</b>	<b>0</b>	<b>0.0%</b>	<b>100</b>	<b>100.0%</b>
<b>Financial Activities</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>Professional and Business Services</b>	<b>1,400</b>	<b>1,400</b>	<b>1,400</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
<b>Education and Health Services</b>	<b>6,400</b>	<b>6,400</b>	<b>6,400</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
<b>Leisure and Hospitality</b>	<b>4,200</b>	<b>4,000</b>	<b>4,200</b>	<b>200</b>	<b>5.0%</b>	<b>0</b>	<b>0.0%</b>
<b>Other Services</b>	<b>1,800</b>	<b>1,800</b>	<b>1,700</b>	<b>0</b>	<b>0.0%</b>	<b>100</b>	<b>5.9%</b>
<b>Government</b>	<b>5,900</b>	<b>5,700</b>	<b>6,100</b>	<b>200</b>	<b>3.5%</b>	<b>-200</b>	<b>-3.3%</b>

**COUNTIES RANKED BY UNEMPLOYMENT RATE  
AUGUST 2012**

<b>RANK</b>	<b>COUNTY</b>	<b>RATE</b>	<b>RANK</b>	<b>COUNTY</b>	<b>RATE</b>
1	Hamilton County	5.2	31	Schenectady County	8.4
2	Tompkins County	6.7	31	Schoharie County	8.4
3	Yates County	6.8	34	Monroe County	8.5
4	Ontario County	6.9	35	Erie County	8.6
4	Saratoga County	6.9	35	Lewis County	8.6
6	Putnam County	7.0	35	Queens County	8.6
7	Genesee County	7.1	38	Allegany County	8.7
7	Rockland County	7.1	38	Cattaraugus County	8.7
9	Warren County	7.3	38	Cortland County	8.7
10	Nassau County	7.4	38	Delaware County	8.7
11	Livingston County	7.6	38	Essex County	8.7
11	Westchester County	7.6	38	Orange County	8.7
11	Wyoming County	7.6	38	Tioga County	8.7
14	Otsego County	7.7	45	Jefferson County	8.9
14	Seneca County	7.7	46	Broome County	9.0
14	Washington County	7.7	47	Chemung County	9.1
17	Columbia County	7.8	47	Greene County	9.1
17	Herkimer County	7.8	47	Sullivan County	9.1
19	Cayuga County	7.9	50	Niagara County	9.2
19	New York County	7.9	50	Ulster County	9.2
19	Schuyler County	7.9	52	Richmond County	9.3
22	Albany County	8.0	53	Franklin County	9.4
23	Chenango County	8.1	54	Steuben County	9.6
24	Dutchess County	8.2	55	Clinton County	10.0
24	Rensselaer County	8.2	56	Oswego County	10.2
24	Suffolk County	8.2	57	Montgomery County	10.3
24	Wayne County	8.2	58	Kings County	10.5
28	Chautauqua County	8.3	59	Fulton County	10.6
28	Madison County	8.3	60	St. Lawrence County	10.8
28	Onondaga County	8.3	61	Orleans County	11.3
31	Oneida County	8.4	62	Bronx County	13.1

# Sullivan County Unemployment Rate (By Calendar Year)



	January	February	March	April	May	June	July	August	September	October	November	December
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
2012	10.6	10.7	10.2	9.4	9.7	9.8	9.4	9.1				

**ACTIVITY REPORT – OCTOBER 2012**  
**COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY**

September 28, 2012

In September, the IDA approved one US Department of Agriculture Rural Microentrepreneur Assistance Program (RMAP) loan. That loan was approved for Catskill Harvest Marketplace in the Town of Liberty to predominately purchase equipment for the retail store.

Work to list all the RMAP projects, the status of those projects, and the quarterly status report of the loan/grant fund was accomplished on the USDA LINC website. A quarterly drawdown of funds was requested and received. Numerous closings on past approved loans also occurred in September.

Bids for the excavating work on the Red Meat Facility were opened on September 4, 2012, and the low bidder, Sullivan County Paving, was approved by the IDA Board on September 25. All work was coordinated with the Department of Commerce, as required by the USDA grant fund. Work continued on transferring the Ag LDC grants to the IDA and on the dissolution of the Ag LDC sub-agency known as SCALD.

The IDA held regular and special meetings in September to accomplish this work.

Public, County, State, and Federal requests for information, new loan applicant questions, and coordination of activities all occurred in September.

Work continued on the draft 2013 budgets for the IDA and the Sullivan County Funding Corporation (SCFC). A public hearing will be held as public outreach in October for both these budgets.

Jennifer CS Brylinski  
IDA Executive Director



## CURRENT PROJECT SUMMARY

PROJECTS	PRIORITY	NOTES
<b>ATTRACTION</b>		<i>Oct-12</i>
Project Rebuild	High	NYC based firm is looking for 10,000sq ft to relocate an firm that refurbishes and rebuilds pumps for industrial applications. BA has submitted three sites that suit the clients needs as well as build-to-suit option. A site tour will be forth coming in the next week. 5-10 manufacturing jobs.
Project Mooney	High	The company involved is an Airplane Company. This project has the potential to create 100 jobs, use 50,000 sq feet of working space and 18-20 acres of land. TBD
Project Deep Freeze	High	Ohio 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. Update:TBD
Project Exact	High	Illinois firm is seeking 60 to 100,000sq ft to expand a plastic injection molding company eastward. BA has submitted the Quick way metal fabrication company as it is the closest suitable alternative. Update:TBD
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 arrived to BA yesterday. A meeting with WE Ship Express is scheduled for next week to map out terms and logistics. Update2 Negotiating terms. We Ship has meet with BA and related distributors. They will be placing an initial order to see how the product is received in the U.S. TBD
Project Recycling	Med	A recycling company has expressed interest in an existing 100,000 sq ft. facility somewhere along the Route 17 Corridor between Binghamton and NYC. No facility exists meeting the size requirement 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 Delaware and Orange County. UPDATE: Putting together short list 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. Update: 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. Update II: 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. Update III: 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 company will 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. TBD
The Camp Professionals	Med	Update: Appeared in front of the planning board after receiving several variance approvals from the ZBA. Public hearing gas been set.
Yukiguni Maitake	High	The process for obtaining building permit finalized with amended site plan approval. Phase 1 approximately 50 jobs.
<b>EXPANSION</b>		
Lodge in Rock Hill	High	Construction fully underway at the now termed " The Sullivan" Update: Grand Opening has take place. Already the meeting space is being booked for a variety of community events including the SC Partnership Annual Meeting.
Professional Services	High	Local legal professional services firm employing 30 fte's is expanding in downtown Broadway Monticello. The firm had options to locate elsewhere but chose to stay in Sullivan County. The firm will rehabilitate an existing building and is in continual negotiations with the potential to double its current staffing.
E. Tetz & Sons, Inc	High	The DEC approval process for obtaining expanded mining permit is underway.
<b>OTHER</b>		
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. Update2: Project has been approved for funding. Update 3: Project closing to place this past week.
Retailer	High	Local firm has requested funding for the purchase and rehabilitation of an existing building in Rock Hill. The firm will create a Starbucks - style coffee shop and health food store. Project investment is \$450,000 with 4 new jobs created. Update: Project has been approved....awaiting closing.



**THE SULLIVAN COUNTY VISITORS ASSOCIATION**  
**REPORT TO THE CED COMMITTEE**  
**OCTOBER 4, 2012**

- SCVA'S 2012 Visitors Guide is being distributed to visitors centers, web and 800 requests and ad placement requests.
- The Big Eddy Film Festival was a wonderful event and well attended for the first year. Plans are underway for next year exploring expansion.
- Fall foliage reports are being done weekly to NYS and posted on the SCVA web site.
- TrailKeeper.org was unveiled and received over 5,000 page views in four days. Reviews of the site are very positive.
- SCVA is exploring new programs for the promotion of Sullivan County for 2013. Exploring new international and domestic marketing plans and familiarization tours with partners.
- SCVA has finalized the pilot program involving our Sullivan County Ag community supplying agricultural product to major food service operations in Westchester. SCVA will be attending a "Taste Our Local Harvest Event" in Westchester with several of our local producers including Tonja's, Samba's and Catskill Distillery to promote Sullivan County Catskills product to a large market in Westchester. Success in this market will open up future markets for produce made here.
- Press stories that have made the news: "thebestfifty.com" to name Peace Vodka Number 1 in a national taste test of independent distillery spirits; golf article on Concord "Monster" by writer from Westchester golf with a follow up in the spring on the new developments at the site.

- **SCVA is working with several community minded advocates to create new ideas that will spawn county-wide events. The Rugged Run for Respect event at Holiday Mountain recently initiated talks with a group that is planning on creating several new events at the site for 2013.**
- **SCVA has been working with the NYS and CATS public relations firm to promote various events and attractions in the Sullivan County Catskills including Harvest Festivals, special events, farm to fork and others during the fall and shoulder seasons.**
- **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.**
- **Several specific videos are being produce through SCVA's relations with the NYS CVB to be available on web site in the near future.**
- **The new sign in front of SCVA office is drawing additional visitor traffic into our fully stocked visitors' center. We have had guests from various states across the country.**
- **SCVA continues to update and work on Governor Cuomo's Statewide Pathway to History project. This project will place signage on the major corridors leading into the county.**
- **SCVA is working regionally and statewide on tourism funding through various funding opportunities.**
- **SCVA has mailed out our annual Member and non-Member Profile forms to enable us to update our website listings and this will update the State and regional sites as well.**
- **SCVA attended the Sullivan County Chamber Business Expo.**