



SULLIVAN COUNTY GOVERNMENT CENTER

100 NORTH STREET

P.O. BOX 5012

MONTICELLO, NEW YORK 12701

SULLIVAN COUNTY LEGISLATURE
Community and Economic Development Committee
February 7, 2013
10:00 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 – Allan Scott
- Visitors Association - Roberta Byron-Lockwood

PUBLIC COMMENTS:

- ❖ The NYS Dept of Labor is in receipt of a National Emergency Grant (NEG) for On-the-Job Training (OJT). Through this grant, employers hiring eligible individuals will qualify for wage reimbursements for up to six months. The level of wage reimbursement is based on the total number of full time employees an employer has prior to hiring the NEG/OJT participant.

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

Eligible individuals are those who have been in receipt of unemployment insurance benefits for 27 weeks or more. For more information about the program contact Pat Bevacqua or Laura Quigley at 807.0385.

Update: 4 OJT contracts have been completed and 4 more OJT contracts are under development.

- ❖ Frontier Insurance filed a NYS Worker Adjustment and Retraining Notification (WARN) on January 8, 2013. This is required 90 days before a private sector business intends to close a plant. It is also required when there is a layoff that affects 33% of the workforce (at least 25 workers) or 250 workers from a single site. Frontier intends to permanently close on April 12, 2013. This closing will dislocate 48 workers. The Rapid Response partnership of the NYS Dept. of Labor and the CWD have been working with Frontier and will be providing an orientation to affected workers on February 7. At the employer's request, there will be a series of job search related workshops for workers at the Frontier site between February and the April closing date.
- ❖ The Delaware Valley Job Corps, a partner in the workforce system, will have 2 students at the County on February 5. The students will be part of the annual job shadow day and will spend 4 hours with Janet Young, Office of Management and Budget and Pat Bevacqua, CWD.
- ❖ The Workforce Investment Act Program Year 2012 (7/1/12-6/30/13)

From 7/1/12 – 1/13/13 – 2,627 active adult and dislocated workers

Of those:

- 903 enrolled in self service activities
- 1,038 enrolled in basic core service activities
- 724 enrolled in intensive service activities
- 273 enrolled in training activities

❖ Events and Meeting :

- January 24 – Academy of Finance Advisory Council Meeting
- January 29 – Youth Economic Group (YEG) Advisory Council Meeting

2012 Unemployment Rates

Month	Sullivan County Rate	Sullivan County Rank (out of 62)	Hudson Valley Rate	New York State Rate	United States Rate
January	10.6	46	7.9	9.2	8.8
February	10.7	47	7.9	9.2	8.7
March	10.2	49	7.3	8.7	8.4
April	9.4	48	7.2	8.1	7.7
May	9.7	51	7.6	8.6	7.9
June	9.8	51	8.0	9.1	8.4
July	9.4	46	8.0	9.1	8.6
August	9.1	47	7.9	8.8	8.2
September	9.3	54	7.6	8.2	7.6
October	9.3	53	7.4	8.3	7.5
November	9.2	51	7.0	7.9	7.4
December	10.0	50	7.3	8.2	7.6

Labor Market Profile

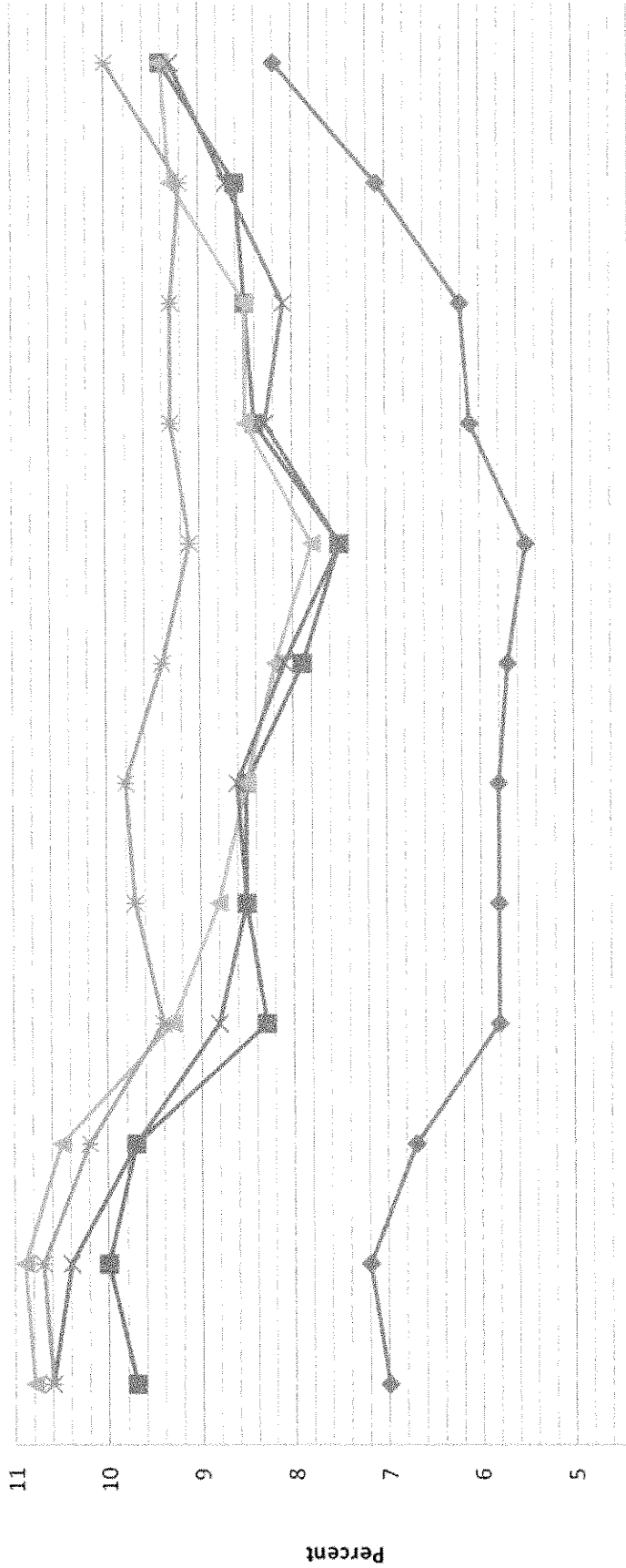
Resident Civilian Labor Force and Nonfarm Employment

SULLIVAN COUNTY

December 2012, November 2012, December 2011

Category	Dec 2012	Nov 2012	Dec 2011	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	33,800	33,800	33,400	0	0.0%	400	1.2%
Employed	30,400	30,700	30,200	-300	-1.0%	200	0.7%
Unemployed	3,400	3,100	3,200	300	9.7%	200	6.3%
Sullivan County Unemployment Rate	10.0%	9.1%	9.5%	0.9		0.5	
NYS Unemployment Rate	8.2%	7.9%	8.0%	0.3		0.2	
US Unemployment Rate	7.6%	7.4%	8.3%	0.2		-0.7	
Total Nonfarm							
Total Nonfarm	25,100	25,300	25,100	-200	-0.8%	0	0.0%
Total Private							
Total Private	19,100	19,300	19,000	-200	-1.0%	100	0.5%
Goods-Producing							
Goods-Producing	2,200	2,300	2,300	-100	-4.3%	-100	-4.3%
Natural Resources, Mining and Construction							
Natural Resources, Mining and Construction	900	1,000	1,000	-100	-10.0%	-100	-10.0%
Manufacturing							
Manufacturing	1,300	1,300	1,300	0	0.0%	0	0.0%
Service-Providing							
Service-Providing	22,900	23,000	22,800	-100	-0.4%	100	0.4%
Private Service-Providing							
Private Service-Providing	16,900	17,000	16,700	-100	-0.6%	200	1.2%
Trade, Transportation and Utilities							
Trade, Transportation and Utilities	4,200	4,300	4,100	-100	-2.3%	100	2.4%
Information							
Information	200	200	200	0	0.0%	0	0.0%
Financial Activities							
Financial Activities	1,200	1,200	1,200	0	0.0%	0	0.0%
Professional and Business Services							
Professional and Business Services	1,300	1,300	1,300	0	0.0%	0	0.0%
Education and Health Services							
Education and Health Services	6,400	6,300	6,400	100	1.6%	0	0.0%
Leisure and Hospitality							
Leisure and Hospitality	2,100	2,200	2,100	-100	-4.5%	0	0.0%
Other Services							
Other Services	1,500	1,500	1,400	0	0.0%	100	7.1%
Government							
Government	6,000	6,000	6,100	0	0.0%	-100	-1.6%

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	9.3	9.3	9.2	10

ACTIVITY REPORT – FEBRUARY 2013
COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY

January 28, 2013

In January, the IDA continued its yearly process of updating its website, and worked on completing the Sullivan County Funding Corporation (SCFC) website.

Quarterly reports were sent out to the Dept of Commerce and Dept of Agriculture (RMAP loan program). Additionally, the RMAP online project reporting information was updated.

Attended County Agriculture Advisory Council meeting and Agriculture / Sustainability Committee meeting.

At the IDA's regular meeting on January 8th, the Board reviewed specific policies (Disposition of Real Property Guidelines, Investment Policy and Procurement Policy), the Agency's Mission Statement, and completed its FY 2012 Performance Measures evaluation, all as required by State Law.

Currently in the process of compiling employee number surveys for IDA projects and loans recipients.

Worked with the State Dormitory Authority and with Holiday Mt on their expansion project.

Continued the massive effort of administering the PILOT bills and compiling the information needed to complete the yearly required documents for the online PARIS system.

In February the Agency expects to complete the SCDC website. Todd Erling of the Hudson Valley AgriBusiness Corporation has been invited by the IDA to speak at Feb 7th County Ag / Sustainability Committee meeting – 2:00 PM, Committee Room, Government Center.

Jennifer CS Brylinski
IDA Executive Director

Current Project Summary

Projects	Priority	Notes
ATTRACTION		
		<i>Feb-13</i>
Project 2013	High	Firm interested in a 100,000 sq. ft facility for North east production and distribution no more than 2 hours from a port (they did not specify). Building/Facility cost is going to be a major factor. They need 100,000 min, but they will consider much larger. He gave a quick example of a 500,000 sf building that was a really good deal and looks to be a great investment opportunity. They could occupy 200,000 sf and lease the other 300,000 sf in this situation. They seem rather flexible since the operation is 50/50 MFG & Warehousing (recycling/storage). No existing facility meets the requirement though we did submit Quickway Metals as the closest available to thier specifications.
Project Rebuild	High	NYC based firm looking for 10,000sq.ft to relocate its operations. Company refurbishes and rebuilds industrial components. BA has submitted three sites that suit the clients needs as well as a build to suit option. Firm has visited several sites. Awaiting determination. TBD
Project Deep Freeze	Med	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. Update: Company is now loking once again. 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:No activity.
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. Update 3: Local firm has ordered 1st shipping container and will market for holiday season. We ship express will be expanding by year end 2013. We have identified additional distribution outlets to help firm establish a permanent location here.
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. NYS has hired a real etstate firm to handle the transaction. Company has submitted lease terms and is in heavy negotiations with the State.
EPR	High	
The Camp Professionals	High	
Yukiguni Maitake	High	
EXPANSION		
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. Update: project is moving forward. Construction is underway.
OTHER		
Automotive Retailer	High	Existing Auto service and retail plaza looking to expand and provide truck specific auto parts and services. Project will create 5 jobs as well as clean up blighted structures in Liberty.
Retailer	High	Local automotive body shop is looking to expand its operation and add two employees. The firm has exhibited steady growth and needs to expand to meet growing demand.

**SULLIVAN COUNTY VISITORS ASSOCIATION
CED REPORT
FEBRUARY 7, 2013**

PROJECT/MEETING	SPONSOR LOCAL/STATE NATIONAL/INTERNATIONAL	STRATEGY	STRENGTHS	TIMELINE/COMPLETION	IMPACT
Packaging Meeting	SCVA/Local, State, National and International	Develop packages for group and individual itineraries	All strength categories	Goal to have several packages available for NY Times Show & build additional packages for 2013 promotion Completed	Increase visitation and overnight travel leading to increased visitor spending
8 th Grade Girl Scout Liberty Troop	Helen Budrock & SCVA Local	Community & Public Relations	Image & Community	Completed	Explanation of tourism trip planning and the many things to do in Sullivan County
Walk A Mile in Her Shoes	RISE Local	Community & Public Relations	Image & Community	April	Quality of Life
CONUS per diem	SCVA & Congressman Gibson Local, State & National	Increase Federal per diem rate	Conference & Meetings	2013	Increase to per diem rate places lodging facilities on an equal playing field with neighboring areas for conferences and meetings thereby increasing lodging revenues
Holiday Mountain	CATS & SCVA State	Advertise skiing at Holiday Mountain as a promotion through the CATS Region	Natural Resources & Attractions	February 2013	Increase visitation to the Sullivan County Catskills
NYS Assembly Testimony	Assembly Committee on Arts, Tourism and Recreation Local & State	Importance of NYS tourism and marketing	All Categories	Completed	State funding to promote tourism
Heart-a-Thon	WSUL/WVOS & SCVA Local	Community & Public Relations	Image & Community	February 23, 2013	Quality of Life

Monticello Finance Academy	Monticello HS Local	Intern Program	Image & Community	2013	Build an intern program for tourism industry
NJCAA	SCCC & SCVA Local & National	Event promotion for the NJCAA national finals	Events	March 2013	Increased revenue for lodging, restaurants and ancillary businesses as well as National exposure
Path through History	Governor Cuomo Task Force State	Identify and map major historic sites in NYS from the major highways	Arts & Cultural Heritage Committee to identify significant historic sites within Sullivan County	Started in 2012 with completion in 2013	Drive more visitors to the historic and cultural sites within Sullivan County to increase visitor spending
New York Times Travel Show	CATS Local & State	Promotion to traveling public	All Categories	January 18-20, 2013	Promoted tourism assets to 20,000 New York travelers and writers
Syndicated Fishing Show	SCVA, Delaware County Chamber State & National	Promotion of our fishing areas in the two counties through a cooperative marketing effort	Outdoor Recreation	2013	Increase awareness of fishing opportunities with increase visitation
The Sullivan	SCVA Local	Explore marketing opportunities and packaging for niche markets	Conferences & Meetings, lodging and attractions	2013	Increase visitation and spending
Outdoor Travel Shows	SCVA & Roscoe Chamber Local	Direct promotion to outdoor travelers in New Jersey & NY	Natural Resources & Outdoor Attractions	February & March	Increase outdoor visitor niche
Westchester Golf Show	Journal News SCVA Local	Increase awareness of the golfing opportunities in SC joined by the golf courses	Outdoor Attractions	March 9 & 10	Increase revenue to local golf courses through visitor spending and lodging packages

Press Tour	CATS & SCVA M Silver & Associates State	Promotion of Sullivan County in major media through travel stories	All categories	February 8&9	Promotion via travel stories to increase awareness of assets
GLBT Expo	SCVA Local	Promote to lucrative Gay & Lesbian market	All categories	March 9&10	Increase visitation and spending of the Gay market
Phone interview and photos	Group Tour Magazine National	Media story on group travel as a free editorial on the Sullivan County Catskills	Meetings & Conference Committee and sub committees on attractions, main streets	2013 to be published	Promote group business to Sullivan County hotels, restaurants and attractions
Matching Funds Application	I Love NY Matching Funds Program Local, State	A legislative aid to localities program to enable counties to advertise	All Strength categories promoting the Sullivan County Catskills	2013 completed process and awaiting funds	Increases the ability to promote the Sullivan County Catskills through cooperative marketing with the Catskill Region and NYS
Advisory Conference Call	Tourism Industry Coalition	The Tourism Industry Coalition consist of major tourism organization that works with Governor Cuomo and the State legislature	N/A	2013	Effects laws and funding that impact the tourism industry in Sullivan County and NYS
2013 Sportsmen & Outdoor Expo	SCVA/ SC Chamber	Build off the successful 2012 Expo as a shoulder season event that will include all outdoor activity	Events and Natural Outdoor attractions	March 2013	Promote the outdoor attractions and businesses to the traveling public increasing visitation and spending
Regional Legislative Action Day	SCVA, CATS, NYSHTA Local, State	Inform Local, Regional and State representatives of major tourism issues	N/A	March 14, 2013	Education about laws and issues that affect the tourism industry

Visitor WiFi	SCVA Local		Provide free hot spot for visitors at the SCVA offices	N/A	Installed in January	Provides visitors access to the internet to search for various tourism events and businesses in SC An asset for travelers
Event Proposal	SCVA/Kevin Joseph		Develop new and existing events centered around outdoor water attractions including the Delaware and major lakes and expand the successful farm to fork dinners	Natural & Outdoor Attractions Events	May 2013-October 2013	Increase visitor attendance and spending at new signature events and shoulder season opportunities increasing sales tax revenue and overnight stays.
Sullivan Pride Meeting	Sullivan County Economic Development Committee		Develop a program to enhance an internal image of Sullivan County through business and resident pride	N/A	2013	A positive internal image of Sullivan County translates to visitor, residents and second home owner experience increasing spending and investment in Sullivan County
SCVA video	CGI Communications		Create synergy to web site and social media	All areas	February 2013	Increase usage on web site and growth of conversation among visitors increase visitor spending
Travel Guide 2013	SCVA/Fisher Mears		Production of a comprehensive travel guide with the four strengths editorialized and promoted	All Strength areas	February 2013	Used as a response piece and information center display making

Map Project	SCVA	Production of a stand alone County map with our strengths highlighted	All strength areas	February 2013	Visitors love maps even with GPS and maps allow for better coordination between our large county making it easier for travel to several areas
Mobile Web Site	SCVA	With an ever increasing amount of visitors utilizing smart phones and tablets for information supported by SCVA analytics, SCVA will produce a mobile web site and support this with Wi-Fi hot spots	All strength areas	March 2013	Increased accessibility for an ever increasing on the move visitor.
Community Calendar	SCVA	Concise and interactive event calendar accessible to the Sullivan County community to enter events and stay current on things to do in the County	All strength areas	January 2013	Increased promotion and enhancing attendance by residents, visitors and second home owners thereby creating successful events