



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

SULLIVAN COUNTY LEGISLATURE
Community and Economic Development Committee
April 3, 2014
10:30 A.M.

***Committee Members: Ira Steingart (Chair); Alan Sorensen (Vice Chair);
Jonathan Rouis; Kathy LaBuda; and Gene Benson***

AGENDA

PRESENTATION: None

DISCUSSION ITEMS:

1. IDA Food Hub

RESOLUTIONS: None

DIVISION/PROGRAM UPDATE:

- Community & Economic Development Update
- Workforce Development - Laura Quigley
- IDA - Jennifer C.S. Brylinski
- Partnership for Economic Development – Marc Baez
- Visitors Association - Roberta Byron-Lockwood

PUBLIC COMMENTS:

Program Employment Data

Program	Covered Period	# of People Who Found Employment	# of Businesses	Examples of Businesses
Workforce Investment Act (WIA) Adult, Dislocated Worker & Youth	2/27/14 – 3/25/14	41 people	38 businesses	Accurate Investigative Achieve Nursing – 3 Any-Time Home Care County of Sullivan Deckelman LLC Dutch’s Inc – 2 Evergreen Commons Federated retail Interstate Waste Services Ketcham Fencing Maplewood Auto Orange Energy Perrello Enterprises Inc SPS Temporaries Inc Synergy of Monticello Inc The Devine Agency Wendgate Corp. Westchester-Ellenville Hospital
Welfare to Work	2/27/14 – 3/25/14	26 people	15 businesses	ASB Greenworld – 3 Fudruckers McDonald’s – 3 Mike’s Tires M&B Consultants – 3 Nexx Lixx One Source Park Manor Prestige Towing Rolling V – 2 Subway Sullivan County TJ Transport WalMart - 5 XtraMart

- ❖ Currently working with the college on developing short term, skill upgrade program for a cohort or learning community of long term unemployed individuals. The twenty enrolled students would complete three credit bearing courses on interpersonal communication, computers, and English composition. Employer involvement will be an important part of the program. The end result is employment. Planning for a start date in May.
- ❖ Currently working with the college on a pilot internship program. The pilot would start in the fall of 2014 and provide 3 internships, one each at the Adult care Center, The District Attorney's office and the MIS Department. Work readiness and leadership development components are being developed. The internships will be for 120 hours over the course of the semester.
- ❖ As part of the transportation policy team, interviewed on March 7 and March 10, the five respondents to the Comprehensive Transportation Plan RFP. The policy team decided to recommend awarding the contract to LSC Transportation Consultants Inc.
- ❖ The NYS Dept. of Labor has issued draft guidelines for the Program Year 2014 Regional Workforce Strategic Plan. Meetings of the HV Workforce Directors will begin next week with the plan due at the end of April. This process will update last year's plan ensuring further alignment with the goals of the HV REDC.
- ❖ The Sullivan Renaissance Youth Internship program is scheduled to begin May 14. This year 16 youth will work with Renaissance programs through the end of August, earning \$10 per hour. In addition, the youth will participate in bi-weekly leadership development sessions.
- ❖ Planning is underway to hold a seminar for employers on the facts and myths and implications of the Affordable Care Act. A Healthcare expert from the Business Council of New York will be the speaker. This seminar is tentatively scheduled for May 15.
- ❖ Met with WIC Coordinator, Amanda Langseder, on providing participants from the summer youth program to work with the creation and maintenance of a teaching garden at the Government Center. The partnership includes Public Health, Sustainable Energy, Planning Department and Sullivan Renaissance.
- ❖ Meeting with Foxwoods on April at the Liberty Community Development Corporation office to discuss their workforce education, training and recruitment needs. Also attending will be Town leaders and representatives from Liberty High School, SCCC, BOCES and the Delaware Valley Job Corps.

Labor Market Profile

Resident Civilian Labor Force and Nonfarm Employment

SULLIVAN COUNTY

January 2014, December 2013, January 2013

Category	Jan 2014	Dec 2013	Jan 2013	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	32,300	32,000	33,600	300	0.9%	-1,300	-3.9%
Employed	29,400	29,500	30,000	-100	-0.3%	-600	-2.0%
Unemployed	2,900	2,500	3,600	400	16.0%	-700	-19.4%
Sullivan County Unemployment Rate	8.9%	7.9%	10.7%	1.0		-1.8	
NYS Unemployment Rate	7.3%	6.6%	9.1%	0.7		-1.8	
US Unemployment Rate	7.0%	6.5%	8.5%	0.5		-1.5	
Total Nonfarm							
Total Nonfarm	23,700	24,100	24,300	-400	-1.7%	-600	-2.5%
Total Private							
Total Private	17,900	18,200	18,400	-300	-1.6%	-500	-2.7%
Goods-Producing							
Goods-Producing	2,200	2,300	2,200	-100	-4.3%	0	0.0%
Natural Resources, Mining and Construction							
Natural Resources, Mining and Construction	700	800	700	-100	-12.5%	0	0.0%
Manufacturing							
Manufacturing	1,500	1,500	1,500	0	0.0%	0	0.0%
Service-Providing							
Service-Providing	21,500	21,800	22,100	-300	-1.4%	-600	-2.7%
Private Service-Providing							
Private Service-Providing	15,700	15,900	16,200	-200	-1.3%	-500	-3.1%
Trade, Transportation and Utilities							
Trade, Transportation and Utilities	3,900	4,200	3,900	-300	-7.1%	0	0.0%
Information							
Information	200	200	200	0	0.0%	0	0.0%
Financial Activities							
Financial Activities	1,000	1,000	1,000	0	0.0%	0	0.0%
Professional and Business Services							
Professional and Business Services	1,400	1,400	1,400	0	0.0%	0	0.0%
Education and Health Services							
Education and Health Services	6,300	6,300	6,400	0	0.0%	-100	-1.6%
Leisure and Hospitality							
Leisure and Hospitality	2,000	2,000	2,000	0	0.0%	0	0.0%
Other Services							
Other Services	900	800	1,300	100	12.5%	-400	-30.8%
Government							
Government	5,800	5,900	5,900	-100	-1.7%	-100	-1.7%

Labor Market Profile

Nonfarm Employment

SULLIVAN COUNTY

February 2014, January 2014, February 2013

Category	Feb 2014	Jan 2014	Feb 2013	Net Month	% Month	Net Year	% Year
Total Nonfarm	23,800	23,700	24,400	100	0.4%	-600	-2.5%
Total Private	17,900	17,900	18,400	0	0.0%	-500	-2.7%
Goods-Producing	2,200	2,200	2,200	0	0.0%	0	0.0%
Natural Resources, Mining and Construction	700	700	700	0	0.0%	0	0.0%
Manufacturing	1,500	1,500	1,500	0	0.0%	0	0.0%
Service-Providing	21,600	21,500	22,200	100	0.5%	-600	-2.7%
Private Service-Providing	15,700	15,700	16,200	0	0.0%	-500	-3.1%
Trade, Transportation and Utilities	3,900	3,900	3,900	0	0.0%	0	0.0%
Information	200	200	200	0	0.0%	0	0.0%
Financial Activities	1,000	1,000	1,000	0	0.0%	0	0.0%
Professional and Business Services	1,400	1,400	1,400	0	0.0%	0	0.0%
Education and Health Services	6,300	6,300	6,400	0	0.0%	-100	-1.6%
Leisure and Hospitality	2,000	2,000	2,000	0	0.0%	0	0.0%
Other Services	900	900	1,300	0	0.0%	-400	-30.8%
Government	5,900	5,800	6,000	100	1.7%	-100	-1.7%

ACTIVITY REPORT – APRIL 2014
COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY

March 25, 2014

In March, work continued on the Red Meat project. The Architectural Firm that was awarded the bid completed the design of the building and it is expected that in the near future a Request for Proposal will go out for the construction of the building and for components of the building. Discussions on how to get funding for the costs of the unfunded balance of the Food Hub project continued.

Collected 2014 PILOT (Payment in Lieu of Tax) funds in the amount of \$4,326,672 were dispersed to the affected taxing jurisdictions. These funds are dispersed 100% back to the jurisdictions.

The yearly IDA audit and State reporting preparations for 2014 continued, both having to be completed by March 31. This included compiling tax information and employment information and completing the Authority Budget Offices' voluminous online PARIS reporting system. Emailed required documents regarding Performance Measurement Report and Board Self Evaluation Report to State Authority Budget Office. Work on the additional paper copies to required agencies is also being completed.

Annual work to update the Agency's website is in progress.

In March, the Agency held a regular meeting and a reconvened meeting. At the reconvened meeting the Board approved its quarterly payment to the Partnership for Economic Development and it approved an extension of a sales tax exemption letter for Theowins / Catskill Brewery for their continuing construction work in Livingston Manor.

The Agency worked with several small businesses regarding IDA loan programs and the application process.

Jennifer CS Brylinski
IDA Executive Director



Report to Legislature April 2014

A. General Operations

1) **Casino Update**

- (i) With the expeditious approval of the legislature's casino subcommittee relative to the comparative analysis our third party consulting firm has begun the work. The first draft will be completed in six weeks as the Partnership will be staying in close contact to ensure deliverables are met in a timely fashion. Our instincts showing how our area was to superior to others utilizing the metrics defined by the legislation was strategically correct as other areas are now trying to declare financial hardship as a measure of need.
- (ii) We are continuing to secure local support in any fashion as it is clear that much emphasis is being put on it based on recent public statements and news stories.

2) **Community Outreach/Marketing –**

- On Wednesday March 26, SCP presented, along with SC Planning and Renaissance, its programs and answered economic development questions from the Jeffersonville area business community. The event was well attended foster a workshop to be conducted in the near future there.
- SCCC/Start UP NY Outreach – we have been speaking to two prospects which would be a good match for the program and provide synergies with SCCC. Ongoing.
- Internal Marketing Program – 20th Anniversary of SCP kickoff meeting on Tuesday March 4.

3) **Meetings with Legislators and SC Planning Ongoing –** effort to be more competitive in CFA process. Exploring Spring CFA forum.

4) **Community Outreach –** spoke at this month's Monticello Rotary meeting relative to economic development issues. Presented at the leadership Sullivan economic development session.

5) **Misc**

B. Project Updates

a. **Corporate Attraction**

- We are meeting with a charter flight operation in mid April. It is currently located in the NY metro area and is interested in possibly located to the Sullivan County Airport to house, service and maintain its aircraft fleet.
- We are in the process of relocating a custom aluminum door and window façade manufacturing firm to Ferndale. The firm has selected a site and is exploring incentives and other issues (Costs, Taxes etc) as it performs its due diligence.

- We have been approached by a Indoor Water park Destination Resort firm interested in constructing a facility here. Not a casino project but encouraged by potential activity. TBD
- Veria International Lifestyle Management LTD. At Kutcher's – construction eminent TBD.
- Ancillary projects linked to casino success are beginning to hire professional services firms and designing development plans. Most have to do with anticipated retail, workforce housing, and services demand.
- Large-scale foreign hydroponics firm interested in Hudson Valley. We spoke to them about SCCC and Start Up NY. Ongoing

b. Small Business/Entrepreneurial Development

- SCP has facilitated the purchase and expansion of a small engine sales and services business in Liberty, NY. Apple's small engine will be purchasing Roger's small engine and adding new product lines, more employees and expanded services.
- SCP attended Brandenburg Bakery grand opening in Livingston Manor.
- IWW funds available \$175,561.09. There are currently 8 loans within this program:
- SI funds available \$90,353.20. There are currently 11 loans with this program:
Loans outstanding:
 - IWW: \$111,684.31
 - SI: \$130,661.79

c. Business Expansion

- SCP and SCIDA and SCDPW have been working as a matter of critical importance to assist Sutphen East with several immediate needs relative to operations, workforce and potential future expansion. BOCES is pursuing dedicated training alternatives for potential employees. Sutphen has been looking to potentially relocate to as it has outgrown its current location. We will continue to work diligently to ensuring the firm remains in Sullivan County and can hopefully expand here. An incentive package is being worked on as well as possible future grant opportunities.
- Local firm looking to expand. Double in size. Putting together financing at this time.

d. Shovel Ready Sites

- The SCP Shovel ready task force will be meeting to address the needs of existing sites and to analyze future demand as a result of recent developments. The goal is to continue to better prepare our sites for market demand and anticipated ancillary demand from potential resort projects.
- Effort to make existing sites more readily available to interested prospects.
- SCP met with SCCC to review and assist in the approval of its Start Up NY Plan. A key component is the commerce park and its business categories as we will begin proactive marketing once the plan is approved.

e. Cluster Development

- SCP will be formulating a specialty metal fabrication cluster. There are seven firms that operate in Sullivan County that product specialty products in this sector. There is opportunity for it to grow dramatically as nationwide demand for these products is high.

f. Membership Education

- Partnership, Visitors and SC Chamber to host B to B membership networking event. Tentatively May, 2014

**SULLIVAN COUNTY VISITORS ASSOCIATION
CED REPORT
APRIL 2014**

PROJECT/MEETING	SPONSOR LOCAL/STATE NATIONAL/INTERNATIONAL	STRATEGY	STRENGTHS	TIMELINE/COMPLETION	IMPACT
Woodstock Triathlon	Speed Racing & SCVA	Promotion of upcoming event and links to scva.net for lodging, restaurants and attractions	All	May 31, 2014	Increase sales tax and links to entice spending by competitors and visitors
Web Site and Social Media	SCVA	Promotion of the Sullivan County Catskills through digital media	All	Ongoing	Increases in analytics generated through various media including recent travel shows, articles, news and advertising.
Media articles NYS AAA and Meeting Focus	SCVA, CATS	Promote Sullivan County through articles and stories	All	Spring 2014	These articles have generated tremendous interest and bookings to the Sullivan County businesses
Meeting with Congressman Gibson	N/A	Discuss agriculture, tourism and the increase of the CONUS per diem rate	All	2014	Increased sales tax revenue and business development

Economic tourism and agriculture focus group	Sullivan County and stakeholders	Develop a plan for future	All		2014	A strategic plan will enable Sullivan County to plan for future
Sullivan County Coach USA terminal	Renaissance, Coach USA and SCVA	Develop a quality experience at major terminal in Sullivan County	Hospitality and beautification		2014	Increase visitor experience and lead to return trips
Proud to be Sullivan	Renaissance, SCVA, and other volunteer organizations	Develop programs to solicit positive attitude	Quality of life		2014	Expand hospitality program, increase positive attitudes of residents, affecting the visitor's perception of Sullivan County
SC Sportsmen and Outdoor Expo	SCVA, SCCC, Chamber and local businesses	Promote our businesses to the outdoor market	Outdoor Recreation		March 2014	Successful event with over 70 vendors and 3,000 visitors
Media Showcase, NYC	I Love NY	Meet with media, writers and advertisers	All		Summer 2014	Entice writers and media to do stories and travel articles on the Catskills
Member Workshop	SCVA	e-commerce site	All		2014	Allows businesses to use SCVA's umbrella to market and sell on-line
Stewart Airport Brainstorming Session	Stewart Airport and surrounding counties	Increase usage and visitors	All		2014	Working with airport to increase and promote visitors to region

Casino Impact Committee	Sullivan County	Access impacts of casino resorts	All	2014	Strategic planning with developers and stack holders within the county
Tourism Action Day	NYS Tourism & Hospitality	Increase awareness of tourism industry to NYS economy	N/A	March 2014	Awareness to Local and State officials on the importance of tourism
Celebrity Dinner	B&G Club of Sullivan County	Charitable	N/A	March 2014	Quality of Life for Sullivan County
I Love NY website	NYS Tourism	Increase usability and regional promotion	All	2014	Increase promotion
Paths Through History	Mid-Hudson Tourism Committee	Increase visitor awareness of historic sites	History and Culture	2014	Increase visits and revenue from history niche market
Heart-A-Thon	WSULMWOS, SCVA volunteers and other organizations	Charitable	Quality of Life	February 2014	Assist with helping improve quality of life in Sullivan County
SCVA Board Retreat	SCVA	Review current marketing of the strength areas and plan for the future development of resort destination anchors	All	February 2014 with ongoing workshops and informational meetings for businesses	Strategically planning and meeting with potential developers to discuss the integration of new tourism assets with existing assets

Motorcycle Ride Map	SCVA, O'Toole Harley Davidson and sponsors	Promote to the niche motorcycle visitors	All	April 2014	Increase This lucrative market and spending at local businesses
Trade & Travel Shows	SCVA and business partners	Promotion at Sportsman and Outdoor shows, general travel shows for both domestic and international visitors. Produce new show banners to promote the identified strengths	All	January-June	Promoting the SC Catskills to target markets and niches
2014 Travel Guide	SCVA	Promotion	All	January 2014	Promotion of the Sullivan County Catskills with the 45 th Woodstock Anniversary and 45 things to do.
Media Placement	SCVA and partners	Ongoing strategy for promotion	All	2014	Increase awareness and visitation through advertising and media promotion
DEP Recreational Boating Meeting	DEP, CATS, counties	To work with DEP on promotion of the Reservoir opportunities	Outdoor recreation	February ongoing	Increase visitation and support of local communities and businesses around the Neversink Reservoir.
Resort Destination Developers	SCVA & developers	Strategies for working together for the entire tourism industry of Sullivan County	All	2014	Solution for the integration of new resort destination and cooperatively marketing with existing business

Mysteryland, USA	SCVA, Bethel Woods and Mysteryland	Develop a landing page for attendees to book lodging and other information	All	February 2014	SCVA is developing a landing page that will give information on lodging and distance from event. SCVA will be able to incorporate this into other events by moving the epicenter to where the event is taking place allowing the visitor easier access for planning.
Eastern States Classic	SCVA	Hospitality	All	January 2014	Provided dining list and travel guides to wrestling fans at SUNY Sullivan
Art & Cultural Map	SCVA & Arts	Promotion of niche market	Arts & Culture	February 2014	Increased exposure and visitor spending
Pride Map	SCVA & Renaissance	Promotion	All	February 2014	Supply front line businesses the ability to serve as hospitality stewards
Museum Map and Brochure	SCVA & Museum Coalition	Promotion	History	March 2014	Working with the 5 main museum in Sullivan County to promote visitation to museums

NJCAA Tournament	SUNY Sullivan, SCVA	Promotion	Event	March 2014	Visitor spending
Green Tourism & Hospitality	SCVA, Green Hospitality, Delaware Highland Conservancy	Education	Lodging & green business	April 2014	Conference on Green Tourism and Hospitality for businesses to learn technologies
Farm Fresh Map	SCVA	Promotion	Agriculture	April 2014	Reprint of Farm Fresh map to promote SC agriculture
Hog Rally	Harley Davidson and SCVA	Present the Sullivan County Catskills as rider friendly county with great roads and exceptional activity	All	July 10-14, 2014	Harley Davidson riders will be exposed to the many assets of the Sullivan County Catskills over three days spending money in restaurants and attractions.
Farming and Food Processing in the Hudson Valley 2020 Plan	SCCC	Formalize plans for producing food hubs and education in Sullivan County by seeking a grant to build curriculums and incubators	Agriculture and Education	Ongoing	Increase agricultural, education and business incubation
Upper Delaware River Corridor	Sullivan County and various county wide stakeholders	Improve river access and view sheds along the Delaware River and Rt 97	Outdoor recreation	2014	Increase the visitors experience of the Delaware River and increasing visitor spending at the businesses and communities along the corridor