



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

SULLIVAN COUNTY LEGISLATURE
Community and Economic Development Committee
January 8, 2015
11:30 A.M.

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

AGENDA

PRESENTATION: None

DISCUSSION ITEMS: None

RESOLUTIONS: None

DIVISION/PROGRAM UPDATE:

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

PUBLIC COMMENTS:

ACTIVITY REPORT – JANUARY 2015
COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY

December 30, 2014

In December, work continued on the Red Meat project in the Village of Liberty. Delivery of the facility building occurred in early December with construction work estimated to be completed early in 2015. Work continued on drafting the request for proposals for operation of the facility, and networking with potential operators to generate interest. Bid openings for some facility equipment occurred, along with the process of procuring other equipment item quotes. Staff continues to monitor all grant requirements and track the overall project budget.

The IDA held its regular meeting on December 9th and approved the Center One Holdings expansion project in Liberty. It also approved an amended PILOT agreement between the Agency and the Kohl's New York DC, Inc. project, as requested by the Town of Mamakating and the Ellenville School District. This was requested because of the expiration of Empire Zone benefits to Kohl's and the impact that would have on those taxing jurisdictions.

Also of note, there was the resignation of Steve White from IDA and Sullivan County Funding Corporation, the resignation of Allan Scott as CEO of the agencies, and the appointment of Steve White as CEO of both agencies. Approval by County Legislature of Paul Guenther as new IDA member occurred to take the vacant position of Steve White, and the approval of Paul Guenther as a new Funding Corporation member and the reappointment of Charlie Barbuti and Carol Roig to the Funding Corporation for another three years took place.

IDA staff continued working on sending out the PILOT bills, and information needed for the FY 2014 PARIS report is being accumulated, including employment numbers. Work to facilitate the agency's 2014 audit has also begun.

With respect to other agricultural economic development programs and initiatives, IDA staff continues to attend monthly meetings of the Sullivan County Legislature's Ag Advisory Board. Staff also attends monthly meetings of the Advisory Board's farmland protection planning subcommittee and also assists the Sullivan County Planning Division in its development of a local dairy processing facility.

The Agency worked with several small businesses regarding IDA and SCFC loan programs.

Jennifer CS Brylinski
Jen Flad



Report to Legislature January 2015

A. General Operations

1) **Casino Update**

- With the success of the Sullivan United Economic Development team in assisting our Resort Destination Casino project, Montreign/Adelaar, to achieve NYS Gaming Facility Board selection, there has been much development interest already. Projects that have been shelved for years will begin to re-approach communities to update their engineering/approvals. So far, the bulk of interest is in workforce housing and retail projects, both areas in need of significant investment, not only in preparation of the Resort project, but also to address expected growth patterns moving forward.
- SCP in Partnership with CWD will be moving forward with the coordination of a large scale concerted workforce development and training effort to prepare for anticipated skill set requirements for direct/indirect jobs associated with the development. This effort brings together the expertise and resources of both entities in partnership our sister agencies to deliver a comprehensive and coordinated targeted workforce development plan specific to this large development. Not unlike the effort to secure the license for our Casino Resort Destination project this "Sullivan United" effort is the most effective way to maximize available resources in the most efficient way. The scale and timeline of this project demands that we move much quicker than what is done traditionally or that can be done by any one agency. This is an economic development challenge that we must address to help ensure the success of the project but more importantly better prepare existing employers for employment shifts and movement among associated sectors. A survey of top employers as well as needs assessment will take place to better understanding existing conditions and prepare for future demands through a full scale labor shed analysis.

2) **Internal/External Marketing –**

- The 2nd Annual SEQRA Conference planning and coordination is well underway. The agenda as well as speakers are in place. Presentations have been approved and professional development credits of 4 hours will be achieved for those engineers and municipal professionals participating in the educational conference. The conference will be held on January 14 from 5-9:45PM at the Sullivan. Dinner will be served and attendees will leave with a hardcopy packet of the full presentation.
- The SCP membership drive continues in earnest as we work to grow the organization and prepare for the increased activity that has already begun. During the next two years initially there will be areas that will require our attention and are resource intensive.
- **WEDA** – we are continuing our relationship with the World Economic Development Alliance. In 2015 we will be heavily engaged in developing leads, working closer with their offices and staff to make the case for doing business in Sullivan County.

- 3) **Community Outreach** – I will be presenting to the Sullivan Renaissance Committee charged with engaging the Latino community to participate in their broad based community revitalization efforts. I will be speaking to the benefits of participating in this year's Bagel Festival, an event that continues to grow in size and external interest.

B. Project Updates

a. Corporate Attraction

- Veria Lifestyle continues to work at the former Kutcher's site in its cleanup effort before beginning its official development phase. The effort has been delayed due to some unforeseen additional work needed to be completed before moving forward but the resort development s plans are moving forward.
- We have met with an upstate wholesale distribution company seeking 50,000 sq. ft. space to serve the metro to Albany market. An existing facility, the only one of the size that met the basic criteria, was shown. Discussions with facility owners and the prospect have begun as there is genuine interest. *Update: TBD*
- We have been approached by a firm the produces Hydro-Coils for Hydro electric applications. The firm has looked at an existing building and has genuine interest in 10,000sq. ft. The firm will require 35 jobs to start and ramp up to 100 by year three. Negotiations are underway with facility owner. *Update: TBD*
- A local business man is in the process of purchasing a spark plug manufacturing business and will be relocating it to Sullivan County. The business is a 100 year old firm and currently produces for the wholesale market internationally. The new owner plans to introduce a consumer division which will create many more jobs than the five it now requires and more expansion investment as well. *Update: Developing business plan and final financing.*
- We are in discussions with a New York City chef interested in establishing a chocolate factory in Sullivan County. He has been touring several hamlets as part of his due diligence. The gentleman has ties to the area. Update: Two areas have been toured, Livingston Manor and Hurleyville. A business plan is being developed at this time based on where the prospect will ultimately choose as a location. Update: The principal has contact SCP as well as IDA and we will be meeting collectively with interested stakeholders to provide economic development assistance where possible to see this project to fruition.
- We have met with an NYC producer of Healthy Fruit juices. They are looking to establish a processing facility in Sullivan County. May be a start up NY candidate. Update: Principal will be meeting with SCCC to explore mutually beneficial steps moving forward.

b. Small Business/Entrepreneurial Development

- The Partnership Revolving Loan Committee will be reviewing an application for a film production/editing startup looking to establish a facility in Sullivan County. A location and the bulk of financing is in place.
- WWW funds available \$143,958 There are currently 10 loans within this program:
- SI funds available \$ 78,225 There are currently 11 loans with this program:

c. Business Expansion

- Construction firms have begun planning for projected workloads. This industry is expected to see a significant jump in activity over the next two years outside of the activity directly related to the Resort Destination development.

d. Shovel Ready Sites

An existing owner of a key development site along the old route 17 corridor is in the process of updating engineering, addressing site plan changes, and finalizing "Shovel Ready" status on the property. As an owner of several key parcels in the Thompson/Liberty area the principal is looking to move ahead in the areas of workforce development retail and Light Industrial applications, all stemming from the Casino licensing decision.

e. Cluster Development

We have met with an additional spirits producer from the lower Hudson Valley interested in locating to Sullivan County. They are distributing in 9 states and growing. The development of a spirits and adult beverage cluster continues to evolve. We will be monitoring this circumstance for continued expansion, tourism and ancillary business development opportunities.

f. Membership Education

Plans for an educational forum relative to preparing for Resort Destinations in the 21st Century are beginning to formulate. A joint effort of the SCVA and SCP, it is geared at addressing a broad array of issues related to the demand expectations of a development the size and scale of Adelaar/Montreign, the added demands of Veria Lifestyle and the anticipated ancillary development, directly and indirectly associated with this development. The goal is to better prepare our existing businesses to capitalize on this opportunity and to bring awareness to challenges if any, early on. There are other similar developments sure to follow.

**SULLIVAN COUNTY VISITORS ASSOCIATION
CED REPORT
JANUARY 2015**

PROJECT/MEETING	SPONSOR LOCAL/STATE NATIONAL/INTERNATIONAL	STRATEGY	STRENGTHS	TIMELINE/COMPLETION	IMPACT
2015 Travel Guide	SCVA	Promotion of the Sullivan County	All	January 2015	Increase visitation with a high impact travel guide
SCVA Winter Photo Contest	SCVA and members	Increase awareness of winter season	All	December & January	Increase visitation
2015 Travel & Trade Shows	SCVA and partners	Attend a variety of travel and trade shows promoting the Sullivan County Catskills	Outdoors, Arts & Culture, Meetings	January-June	Increase awareness of the Sullivan County Catskills as a travel destination to national and international travelers
Chelsea Cavanaugh Concert	I Love NY, SCVA, SC Chamber, Holiday Mtn., Thunder 102	Organize a concert event in January presenting a up and coming Country singer doing concerts at ski areas in NYS	Outdoor rec event	January 2015	Increase exposure of Holiday Mtn. and SC Catskills
Mysteryland, USA	IDT, Bethel Woods & SCVA	Coordination of Memorial Day weekend with Mysteryland's return	Event	Memorial Day Weekend	Increase visitation and sales tax generation
Brand USA	SCVA, CATS, I Love NY	Promote the Catskill Region to the international traveler	Outdoors, Arts & Culture	2015	Increase visitation and spending by UK and German market

TrailKeeper.org	SCVA, SC Planning, Catskill Mountainkeeper, CCE and Morgan Outdoors	Outdoor activity and health with Coordinated hikes through the year as well as self-guided from the website	Outdoor rec	On-going	Increased awareness of the hiking and biking trails in SC as well as promoting healthy lifestyles
Northeast Regional Wrestling Tournaments	SCCC & SCVA	Event	All	Jan-March 2015	Working with the organizers and local business to host 3 wrestling events with special lodging and amenity discounts.
NJCAA Championships	SCCC & SCVA	Event	N/A	March 2015	Hosting the NJCAA championship and highlighting the SC Catskills
SC Sportsmen's Expo & Outdoor Rec	SCVA, SCCC, SC Democrat, SC Chamber	Promote the outdoor recreational opportunities	Outdoor rec	March 2015	Increase awareness and visitation
Green Expo	Hospitality Green, Delaware Conservancy, SCVA and Regional Partners	Planning for 2 nd Expo	All	April 2015	Educate businesses on green initiatives and hospitality
Hospitality Training Sullivan Pride	SCVA, SCCC, Renaissance, BOCES, private businesses	Build a better hospitality experience for visitors and offer business Disney Training	All	January-May	Improve visitor experience and quality of life for residents

2015 Bagel Festival Meeting	SCVA and Bagel Fest	Event planning for the 2015 Bagel Fest	Event	August 2015	Expand Bagel Fest and increase visitation
Farmland Protection Plan	Sullivan County	Develop a plan to enhance agricultural productivity and profits	Agritourism	2015	Increase the agricultural industry in Sullivan County
Catskill Cuisine	SCVA/CATS Region	Partners are in the planning stage of promoting a Catskill Cuisine event promoting agricultural product	All	Fall 2015	Increase awareness of farm fresh products by creating an event to highlight these products and increasing visitation and sales
VIATOR travel site	I Love NY	Promotion of Upstate NY through a national and international travel web site	All	2015	Increased promotion under the I Love NY marketing
Snowmobile Meeting	SC Trails, SC Partnership & SCVA	Promote the snowmobile trails and winter activity	Winter sports	2015	Increase promotion of snowmobile trails and winter sports
Simple View	SCVA	To stay on cutting edge of web site improvements	All	2015	Increased usage of web site and functionality for users And businesses
Wine, Brew & Spirit Trail	SCVA	Promote our many wineries, breweries and distilleries in SC	Agriculture	2015	Working with a volunteer to coordinate a trail map of wines, brews and spirits

E-Commerce	SCVA & Large Media	Promote and assist local business with sales on-line	All	On going	Increase sales and promotion for local businesses
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Program Employment Data

Program	Covered Period	# of People Who Found Employment	# of Businesses	Examples of Businesses
Workforce Investment Act (WIA) Adult, Dislocated Worker & Youth	11/25/14 – 12/26/14	55 people	42 businesses	Achieve Rehab/Nursing -2 AssistCare Home – 2 CRMC – 2 Combined Energy Services Delaware Valley Agway DPG Home inspection/Consulting Ellenville Cen. School – 2 Fallsview Hotel – 2 Hudson Valley Resort/Spa Ideal Snacks – 5 Independent Living Inc J&E Industries New Hope Community – 3 NY Foam and Energy LLC ORMC Popeye’s Chicken R&H Gorr Inc Rolling V Sullivan West School Dist The New York Firewood -2 Toys ‘R’ Us Wayne County Eggs Inc Wendgate Corp

- ❖ The CWD and the Partnership are leading the effort to create a comprehensive and coordinated workforce development plan that will address the employment and training needs of the county as a result of the coming large development projects. The expertise and resources of all economic partners will be utilized to ensure that the resulting plan is comprehensive in scope and coordinated and efficient in its delivery. Preliminary work is underway.
- ❖ Each Local Workforce Investment Area (LWIA) is required to submit to the NYS Department of Labor an annual Local Plan that describes the services to be provided and how funding will be allocated. While the local Workforce Development Board (WDB) does not need to formally approve

the plan, a 30 day public comment period is required. The Local Plan for Sullivan County was submitted and is posted on the County's website. We received notification that the plan was approved by the NYS Department of Labor.

- ❖ Along with the Director of BOCES Adult Education met with Family Court judges on 12/8 to provide information on services and discuss ways of making this information available to individuals involved with Family Court.
- ❖ The NYS Department of Labor received a federal grant of \$1.3 million under the Dislocated Worker Training National Emergency Grant. The program is focused on making funding available to businesses in upstate counties (not NYC, Suffolk or Nassau) to provide training to dislocated workers. The emphasis is on the long term unemployed, defined as an individual who has been unemployed at least 27 weeks.

Funding can be utilized for work based learning opportunities such as On-the-Job training (OJT) or classroom based training that can be remedial and/or will lead to an industry recognized credential.

Eligible NYS businesses are those in good standing with NYS and have two or more employees. Principals and owners are not counted as employees.

Total awards cannot exceed \$50,000 and cannot exceed six months. More information will be provided at the meeting.

- ❖ Member of the steering committee for the 4th Annual Non-Profit Leadership Summit. The day long summit is scheduled for March 4, 2015 at Bethel Woods. Planning is underway and the theme for this summit *Creating Wellness and Improved Quality of Life*.

Unemployment Rates

Month	2014 Sullivan County	2013 Sullivan County	2014 Hudson Valley	2014 New York State	2014 United States
January	8.9	10.7	6.3	7.3	7.0
February	9.2	10.4	6.6	7.7	7.0
March	8.4	9.6	6.0	7.3	6.8
April	6.8	8.8	4.8	6.1	5.9
May	6.9	8.6	5.3	6.4	6.1
June	6.6	8.5	5.3	6.5	6.3
July	6.6	8.1	5.7	6.8	6.5
August	6.1	7.6	5.4	6.1	6.3
September	6.3	8.1	5.1	5.6	5.7
October	6.4	7.9	5.1	5.7	5.5
November	6.6	7.9	5.0	5.8	5.5
December					

Labor Market Profile

Resident Civilian Labor Force and Nonfarm Employment

SULLIVAN COUNTY

November 2014, October 2014, November 2013

Category	Nov 2014	Oct 2014	Nov 2013	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	31,100	31,800	32,300	-700	-2.2%	-1,200	-3.7%
Employed	29,100	29,700	29,800	-600	-2.0%	-700	-2.3%
Unemployed	2,000	2,000	2,600	0	0.0%	-600	-23.1%
Sullivan County Unemployment Rate	6.6%	6.4%	7.9%	0.2		-1.3	
NYS Unemployment Rate	5.8%	5.7%	6.8%	0.1		-1.0	
US Unemployment Rate	5.5%	5.5%	6.6%	0.0		-1.1	
Total Nonfarm	24,400	24,800	24,400	-400	-1.6%	0	0.0%
Total Private	18,400	18,800	18,400	-400	-2.1%	0	0.0%
Goods-Producing	2,300	2,300	2,400	0	0.0%	-100	-4.2%
Natural Resources, Mining and Construction	800	800	900	0	0.0%	-100	-11.1%
Manufacturing	1,500	1,500	1,500	0	0.0%	0	0.0%
Service-Providing	22,100	22,500	22,000	-400	-1.8%	100	0.5%
Private Service-Providing	16,100	16,500	16,000	-400	-2.4%	100	0.6%
Trade, Transportation and Utilities	4,000	4,100	4,300	-100	-2.4%	-300	-7.0%
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	1,500	1,500	1,400	0	0.0%	100	7.1%
Education and Health Services	6,200	6,300	6,200	-100	-1.6%	0	0.0%
Leisure and Hospitality	2,200	2,400	2,100	-200	-8.3%	100	4.8%
Other Services	1,000	1,000	800	0	0.0%	200	25.0%
Government	6,000	6,000	6,000	0	0.0%	0	0.0%

COUNTIES RANKED BY UNEMPLOYMENT RATE
NOVEMBER 2014

RANK	COUNTY	RATE	RANK	COUNTY	RATE
1	Tompkins County	3.8	31	Tioga County	5.8
2	Putnam County	4.3	33	Chemung County	5.9
3	Columbia County	4.4	33	Madison County	5.9
3	Nassau County	4.4	33	Queens County	5.9
3	Saratoga County	4.4	33	Schuyler County	5.9
6	Albany County	4.7	37	Broome County	6.0
6	Rockland County	4.7	37	Greene County	6.0
8	Suffolk County	4.8	37	Richmond County	6.0
8	Westchester County	4.8	40	Cattaraugus County	6.1
10	Dutchess County	4.9	40	Clinton County	6.1
10	Rensselaer County	4.9	40	Cortland County	6.1
10	Yates County	4.9	40	Wyoming County	6.1
13	Ontario County	5.1	44	Chautauqua County	6.3
13	Schenectady County	5.1	44	Delaware County	6.3
15	Seneca County	5.2	44	Niagara County	6.3
15	Washington County	5.2	47	Warren County	6.4
17	Cayuga County	5.3	48	Fulton County	6.6
17	Genesee County	5.3	48	Montgomery County	6.6
17	New York County	5.3	48	Sullivan County	6.6
17	Onondaga County	5.3	51	Steuben County	6.7
17	Orange County	5.3	52	Orleans County	6.8
22	Monroe County	5.4	53	Franklin County	7.0
23	Otsego County	5.5	54	Essex County	7.1
24	Erie County	5.6	54	Herkimer County	7.1
24	Livingston County	5.6	54	Kings County	7.1
24	Schoharie County	5.6	57	St. Lawrence County	7.2
24	Ulster County	5.6	58	Lewis County	7.4
24	Wayne County	5.6	59	Jefferson County	7.5
29	Chenango County	5.7	60	Oswego County	7.6
29	Oneida County	5.7	61	Hamilton County	8.0
31	Allegany County	5.8	62	Bronx County	9.5