

SULLIVAN COUNTY GOVERNMENT CENTER

100 NORTH STREET
P.O. BOX 5012
MONTICELLO, NEW YORK 12701

SULLIVAN COUNTY LEGISLATURE

Community and Economic Development Committee

February 5, 2015 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: None

RESOLUTIONS:

1. Authorizing approval of the Board of Directors for the Sullivan County Visitors Association for Years 2013-2015, 2014-2016, and 2015-2017.

DIVISION/PROGRAM UPDATE:

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

PUBLIC COMMENTS:

COMBINED: LEGISLATIVE MEMORANDUM, CERTIFICATE OF AVAILABILITY OF FUNDS AND RESOLUTION COVER MEMO

To:	Sullivan County Legislature		
Fr:	Visitors Association		
Re:	Request for Consideration of a R		oval of the Board of Directors for ty Visitors Association
Date:	01/30/2015		
well as Author	se of Resolution: [Provide a detaile a justification for approval by the Sorizing approval of the Board of ears 2013-2015, 2014-2016, and	Sullivan County Legislature.] of Directors for the Sullivan	n County Visitors Association
	ject of Resolution mandated? Exp		
Does 1	Resolution require expenditure of	funds? Yes No X	
	s, provide the following information	***************************************	
Am	ount to be authorized by Resolution	on: \$	
	e funds already budgeted? Yes		
If "	Yes" specify appropriation code(s);	
	No", specify proposed source of fu		
	imated Cost Breakdown by Sourc		
	unty \$	Grant(s)	\$
Sta	* 	Other	\$
	leral Government \$ed by Budget Office:	(Specify)	
Does 1	Resolution request Authority to E	nter into a Contract? Yes	No_X
	es", provide information requeste		

and acquire all pre-legislative approvals.

Request for Authority to Enter into Contract with	of
<u>[</u>	1
Nature of Other Party to Contract:	Other:
Duration of Contract: From To	
Is this a renewal of a prior Contract? Yes No	
If "Yes" provide the following information:	
Dates of prior contract(s): From Amount authorized by prior contract(s):	Γο
Resolutions authorizing prior contracts (Resolution	
Future Renewal Options if any:	
Is Subject of Contract – i.e. – the goods and/or service If "Yes" cite the mandate's source; describe how this	
If "No" provide other justification for County to enter have resources in-house, best source of the subject mater	
Total Contract Cost for [year or contract period]: maximum potential cost):	
Efforts made to find Less Costly alternative:	
Efforts made to share costs with another agency or go	overnmental entity:
Specify Compliance with Procurement Procedures (F	· · · · · · · · · · · · · · · · · · ·
Person(s) responsible for monitoring contract (Title)	

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Vetted in <u>CED</u> Committee on <u>02/05/2015</u>

RESOLUTION INTRODUCED BY THE COMMUNITY AND ECONOMIC DEVELOPMENT COMMITTEE AUTHORIZING APPROVAL OF THE BOARD OF DIRECTORS FOR THE SULLIVAN COUNTY VISITORS ASSOCIATION FOR YEARS 2013-2015, 2014-2016 and 2015-2017

WHEREAS, the Sullivan County Legislature contracts with the Sullivan County Visitors Association to promote tourism in Sullivan County; and

WHEREAS, the By-laws of the Sullivan County Visitors Association requires approval by the Sullivan County Legislature; and

WHEREAS, the County Manager and the Chairman of the Community and Economic Development Committee met with the nominating committee to review Sullivan County Visitors Association's recommendation; and

WHEREAS, the Sullivan County Visitors Association seeks approval of its appointees for Directors over the next 3 years as follows as well as the Officers and Executive Board for 2015:

2013-2015

Ivan WeingerInn at Lake JosephFranklin TrappForestburgh Playhouse

Elaine Giguere Delaware Valley Arts Alliance

Rick Lander Lander's River Trips

2014-2016

Paul Carlucci Villa Roma Resort & Conference Center.

Sonja Hedlund Apple Pond Farm Alan Rosenblatt ECCE Bed & Breakfast

Jeanne Tulp Lazy Pond B&B

Richard Glisson Monticello Casino & Raceway

Steve Vegliante The Sullivan

2015-2017 - NEWLY ELECTED

Stacy Cohen Dancing Cat Saloon
Darlene Fedun Bethel Woods

Elaine Fettig Roscoe Rockland Chamber

Jennifer Grimes Red Cottage Inc.

2015 Officers and Executive Board

Paul Carlucci Co-Chairman
Elaine Fettig Co-Chairman
Rick Lander Vice Chairman
Richard Glisson Treasurer
Elaine Giguere Secretary

Bill Sipos Immediate Past Chairman
Darlene Fedun General Board Member

NOW, THEREFORE, BE IT RESOLVED, that the Sullivan County Legislature approves the full slate of Board of Directors to the Sullivan County Visitors Association for years 2013-2015, 2014-2016 and 2015-2017 and the slate of officers and Executive Board for 2015.

ACTIVITY REPORT – FEBRUARY 2015 COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY

January 28, 2015

The IDA held its regular meeting on January 12, 2015. Chairman Steingart started the meeting by thanking the Board and staff for all their efforts to make the casino proposal a success. At the meeting several changes to the committees for 2015 were made to reflect new Board membership. Additionally, after holding a public hearing the Board passed a resolution appointing Sullivan Property Acquisitions I, LLC as agent for the old Apollo Plaza site project which will include 188,000 square feet of retail space and 12,000 square feet of office space. The IDA held its document signing closing for this project on January 23rd.

In January, 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.

A member of the IDA staff attended a two day educational New York Economic Development Conference in Albany. Workshops included an Office of the State Comptroller training session and an IDA Best Practices discussion. Breakout sessions attended included: The Role of Retail in Economic Development, Workforce Development, and Developing Downtowns.

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 meetings of the Sullivan County Legislature's Ag Advisory Board. Staff also attends 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 Sullivan County Funding Corp (SCFC) loan programs.

Jennifer CS Brylinski Jen Flad



Report to Legislature February 2015

A. General Operations

1) Casino Update

SCP in partnership with CWD has been actively 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. We have spoken to SCCC, BOCES, CCE, SCVA, SC Chamber, Empire and Adelaar, and all have conceptually agreed that bringing together the strengths of each organization under one concerted effort to prepare our workforce for the coming demand is critical. The first exploratory meeting has been tentatively scheduled. 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. The goal is to begin to identify and put together training certifications through an efficient process that trains individuals for specific job categories and ultimately provides them with an opportunity to fill employment demand. The final touches are being put on a survey of top employers as well as needs assessment which will take place to better understand existing conditions and prepare for future demands through a full scale labor shed analysis.

2) Internal/External Marketing -

- The 2nd Annual SEQRA Conference was held with a great turnout once again. Over 120 engineers, attorneys, municipal officials and interested parties attended the 4.5 hour long event earning continuing educations credits toward their profession and getting an up close and personal education on the myriad issues that face developers, planning boards and associated professionals in carrying out the requirements of the SEQRA process.
- The SCP membership drive continues in earnest as we work to grow the organization and prepare for the increased activity that has already begun. We look forward to even more participation from the private sector in support of our economic development mission.
- NYSEDC we have re-engaged our relationship with the New York State Economic Development Council, The New York State Economic Development Council is the state's principal organization representing economic development professionals. Its 900 members include the leadership of Industrial Development Agencies, Local Development Corporations, commercial and investment banks, underwriters, bond counsels, utilities, chambers of commerce and private corporations. I recently attended their Economic Development Conference focusing primarily on the workforce development session as that is apriority for us now.
- 3) Community Outreach I have presented to the Stewart Airport Commission at their board meeting this morning. Stewart Airport should be an integral part of transporting visitors to Sullivan County. While the SCVA has always maintained a good working relationship with the airport the recent approvals should also spark more interest in travelers utilizing the airport to

access our area much more conveniently. Exploration of new transportation options to and from the airport, how we utilize our own airport among other topics are certainly ion the table.

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 plans are moving forward.
- We have responded to a lead for a green bio-friendly liquid battery manufacturer developed at MIT. A Start Up NY candidate the project would be consistent with SCCC's green renewable energy efforts. TBD.
- We have submitted a site proximate to SCCC for consideration for a cheese processing facility. The firm would be eligible for Start Up as it falls within the 1 mile threshold. The site has access to water and sewer which is a must. The project falls within SCCC's world nutritional arts focus.
- We have been approached by a firm that 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. 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. Awaiting business plan and decision by applicant.
- 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
 today.

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. TBD
- We are awaiting application and business plan submittal for a automotive body shop and repair expansion. The project would relocate existing facility and create two full time jobs.

- IWW funds available \$149,325. There are currently 11 loans within this program:
- SI funds available \$77,247. There are currently 10 loans with this program:

c. Business Expansion

NTR

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. Update: Site owner is in the process of engaging new professionals to complete the project.

e. Cluster Development

NTR

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 if 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. Update: In process.

SULLIVAN COUNTY VISITORS ASSOCIATION CED REPORT FEBRUARY 2015

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IMPACT	Support of the agricultural industry	Created a survey and discussing a viable transportation alternative for second home owners and visitors	Facilitate legislation statewide on behalf of the tourism industry	Establish and promote trail system for residents and visitors	Promote the historical venues to increase revenue and visitation	Increase visitation with a high impact travel guide
TIMELINE/COMPLETION	January 30, 2015	2015	2015	2015	Ongoing	January 2015
STRENGTHS	AII	N/A	AII	Outdoors and health	History & Culture	All
STRATEGY	Culinary	Study and implement a transportation option for the Delaware River corridor	Upcoming Tourism Action Day and legislative issues	Plan for inter- connective trail system	Promote the historical sites in Sullivan County	Promotion of the Sullivan County
SPONSOR LOCAL/STATE NATIONAL/INTERNATIONAL	Sullivan County Extension	SCVA and partners	TIC members	SC, SCVA and various partners	NYS, Path Through History Partners	SCVA
PROJECT/MEETING	Eat Kitchen Opening	Delaware Valley Jitney	Tourism Industry Coalition	SC Trail Task Force	Path Through History Itinerary building	2015 Travel Guide

SCVA Winter Photo	SCVA and members	Increase awareness of winter season	All	December & January	Increase visitation
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
Chelsea Cavanaugh	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	AII	Jan-March 2015	Working with the organizers and local business to host 3 wrestling

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					lodging and amenity discounts.
NJCAA Championships	SCCC & SCVA	Event	ΝΑ	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	AII	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	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	AII	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	All	2015	Increased

		Upstate NY through a national and international travel web site			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	AII	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

Community and Economic Development Committee Center for Workforce Development Report February 5, 2015

Program Employment Data

Program	Covered	# of People Who Found	# of Businesses	Examples of Businesses
	Period	Employment		
Workforce				Any Time Home Care
Investment Act	12/27/14 –	58 people	40 businesses	Atlas Security – 2
(WIA) Adult,	1/27/15			CRMC
Dislocated				Crystal Run Healthcare
Worker & Youth				Di Rienzo Bros Bakery Inc
				Elant at Goshen
				Ellenville Central School
				Holiday Mount. Fun Park -3
				HV Resort & Spa – 2
				Ideal Snacks – 4
				L&L Painting Co Inc – 2
				MB Food Processing – 2
				Mountain Candy – 2
				New Hope – 2
				ORMC
				Rolling V Bus Corp – 4
				Stewarts Shop
				TJ Transport
				Town of Liberty
				United Natural Foods – 2

- ❖ 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 first two areas of focus are:
 - 1. Bringing key economic development/workforce/education/business partners together to create a work group that will look to address the training, education and recruitment needs of the Montreign/Adalaar projects. This group will also include workforce, education and training partners from Orange and Ulster counties. First meeting will be in March.
 - 2. Secure funding for a comprehensive labor shed analysis and skills gap analysis. These studies will inform a workforce plan that will be comprehensive in scope and coordinated and efficient in its delivery.

❖ The 5th Annual Non-Profit Leadership Summit is scheduled for March 4th at Bethel Woods. This year's theme, *Working Together for Healthier Communities and Improved Quality of Life* is in collaboration with Marist College's Dept. of Public and Non Profit Administration and NYCON, bringing together healthcare providers with the region's diverse nonprofit organizations and businesses, all of which stand to benefit from working together. Tickets are \$45 and the event will run from 8:00 am − 4:00pm.

Unemployment Rates

Month	2014 Sullivan	2013 Sullivan	2014 Hudson	2014	2014
	County	County	Valley	New York State	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	6.7	7.9	4.7	5.7	5.4

Labor Market Profile

Resident Civilian Labor Force and Nonfarm Employment

SULLIVAN COUNTY

December 2014, November 2014, December 2013

Category	Dec 2014	Nov 2014	Dec 2013	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	30,700	31,100	32,000	-400	-1.3%	-1,300	-4.1%
Employed	28,700	29,100	29,500	-400	-1.4%	-800	-2.7%
Unemployed	2,100	2,000	2,500	100	5.0%	-400	- 16.0%
Sullivan County Unemployment Rate	6.7%	6.6%	7.9%	0.1		-1.2	
NYS Unemployment Rate	5.7%	5.8%	6.6%	-0.1		-0.9	
US Unemployment Rate	5.4%	5.5%	6.5%	-0.1		-1.1	
Total Nonfarm	24,000	24,400	24,100	-400	-1.6%	-100	-0.4%
Total Private	18,100	18,400	18,200	-300	-1.6%	-100	-0.5%
Goods-Producing	2,200	2,300	2,300	-100	-4.3%	-100	-4.3%
Natural Resources, Mining and Construction	700	800	800	-100	- 12.5%	-100	- 12.5%
Manufacturing	1,500	1,500	1,500	0	0.0%	0	0.0%
Service-Providing	21,800	22,100	21,800	-300	-1.4%	0	0.0%
Private Service-Providing	15,900	16,100	15,900	-200	-1.2%	0	0.0%
Trade, Transportation and Utilities	3,900	4,000	4,200	-100	-2.5%	-300	-7.1%
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	6,300	6,200	6,300	100	1.6%	0	0.0%
Leisure and Hospitality	2,000	2,200	2,000	-200	-9.1%	0	0.0%
Other Services	1,000	1,000	800	0	0.0%	200	25.0%
Government	5,900	6,000	5,900	-100	-1.7%	0	0.0%

COUNTIES RANKED BY UNEMPLOYMENT RATE DECEMBER 2014

RANK	COUNTY	RATE	RANK	COUNTY	RATE
1	Tompkins County	3.5	30	Livingston County	5.9
2	Nassau County	4.1	33	Greene County	6.0
2	Putnam County	4.1	33	Tioga County	6.0
4	Rockland County	4.3	35	Broome County	6.1
4	Saratoga County	4.3	35	Clinton County	6.1
6	Albany County	4.4	37	Cattaraugus County	6.2
7	Columbia County	4.5	37	Wayne County	6.2
8	Dutchess County	4.6	39	Delaware County	6.3
8	Suffolk County	4.6	39	Schoharie County	6.3
8	Westchester County	4.6	41	Chautauqua County	6.4
11	Schenectady County	4.8	41	Cortland County	6.4
12	Rensselaer County	4.9	41	Niagara County	6.4
13	Orange County	5.0	41	Schuyler County	6.4
14	Monroe County	5.1	45	Madison County	6.5
14	Onondaga County	5.1	45	Warren County	6.5
16	New York County	5.2	45	Wyoming County	6.5
16	Yates County	5.2	48	Fulton County	6.7
18	Ulster County	5.4	48	Sullivan County	6.7
18	Washington County	5.4	50	Kings County	6.8
20	Cayuga County	5.5	50	Montgomery County	6.8
20	Erie County	5.5	50	Steuben County	6.8
22	Genesee County	5.6	53	Franklin County	6.9
22	Oneida County	5.6	54	Orleans County	7.1
22	Ontario County	5.6	55	St. Lawrence County	7.2
25	Chemung County	5.7	56	Essex County	7.3
25	Queens County	5.7	57	Jefferson County	7.7
25	Seneca County	5.7	58	Oswego County	7.8
28	Otsego County	5.8	59	Herkimer County	7.9
28	Richmond County	5.8	60	Hamilton County	8.2
30	Allegany County	5.9	61	Lewis County	8.3
30	Chenango County	5.9	62	Bronx County	9.3