



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

SULLIVAN COUNTY LEGISLATURE
Community and Economic Development Committee
April 9, 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:

- 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:

ACTIVITY REPORT – APRIL 2015
COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY

April 2, 2015

The IDA held its regular meeting on March 9, 2015. At that meeting the Board approved a request from the Sullivan Property Acquisition (Apollo) project to transfer 60% of tenant in common interest to its equity partner Polo Property Acquisitions. The Board then approved an extension of the sales tax exemption period for Veria Lifestyle to continue with its demolition and infrastructure work on the site. The Board also approved a loan to Watt's Cooking for their new Smoke on the Water restaurant located along Kaunenonga Lake in the amount of \$24,000 (later changed by the applicant to \$16,000). The loan will help buy equipment.

The Sullivan County Funding Corporation held a special meeting on March 9, 2015, and at that meeting it approved a new cost sharing program to assist with 2015 grant applicants that seek financial assistance from federal and State programs. This program would assist select Sullivan County businesses produce higher quality applications. A committee has been convened to review and approve cost sharing applications. IDA staff is working with several potential grant applicants, helping them to define their projects and connect with grant writers.

The construction of the building shell of the Red Meat Facility in Liberty is substantially complete. We expect to issue the operator request for proposals in the coming weeks. Staff continues to monitor all grant requirements and track the overall project budget.

IDA staff completed work on the 2015 PILOT bills, its FY 2014 Audit report, and the FY 2014 State PARIS reporting requirements.

With respect to other agricultural economic development programs and initiatives, IDA staff has assisted in the development of the Sullivan County Farmland Protection Plan and serves on the new Agricultural Task Force, which will implement the plan. Staff 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. In coordination with the County Planning Department and the Sullivan County Partnership for Economic Development a site visit to a potential loan recipient occurred, as did other loan work. The results of the site visits were compiled and information was submitted to the IDA's loan committee for review.

Jennifer CS Brylinski
Jen Flad



Report to Legislature April 2015

A. General Operations

1)

- SCP in Partnership with CWD hosted SCCC, BOCES, CCE, SCVA, SC Chamber, SCIDA, Empire and Adelaar, on March 10 bringing together the strengths of each organization under one concerted effort to begin the process of creating a Catskills Workforce Alliance. This Alliance will put together the framework for training our workforce, based on a needs assessment, anticipated demand of both existing and anticipated job positions with the flexibility to adapt the structure to varying industry sectors that will need trained employees. The first exploratory meeting was both informative and set the tone for the group working together to bring this to fruition. Tim Lies from Adelaar briefed the group on indices they expect relative to their development and was very helpful in identifying nontraditional areas where a demand for specified skill sets will be needed. Laura has been busy researching and taking best practices from existing models by which we can formulate a working structure moving forward. The next meeting will be in April where we will be meeting with Montreign to assess their anticipated needs currently and into the next several years. Subsequent meetings will focus on the results of the needs assessment while we put together a frame for delivering targeted training programs. At this time the process is fluid but we look to bring things together very quickly.
- I put together a meeting with the Orange County Partnership CEO and Karin Hilgersom to explore working together with OCP relative to their recent attraction Amy's Kitchen. The thought is to utilize the Smart Lab SCCC is creating as a place where Amy's kitchen can work with SCCC students to conduct research development activities and open doors to a broader relationship between SCCC and this national firm.
- I was invited along with a great showing of Sullivan County business and stakeholders to the Pattern for Progress meet the County Executives breakfast. The strong representation of Sullivan County businesses and stakeholders speaks to our commitment moving forward to realize a reinvigorated Sullivan County economy.
- I attended a meeting coordinated by Renaissance to address improving aesthetic, economic, and general business climate issues in Liberty. As one of our larger urban centers Liberty was very involved in and looking forward to one of the casino licenses for their town. Now community leaders and interested stakeholders are looking to take on some of its longstanding issues and begin steps to help the community turn things around. If successful we hope to replicate throughout the county.

2) **Internal/External Marketing –**

- The Sullivan United economic development team will be hosting a breakfast (date and place TBD) in mid June. The breakfast will feature a Pattern for Progress presentation providing a updated analysis if Sullivan County in terms of land use, demographic trends, growth patterns and future outlook among other critical indices to help our local agencies, businesses and resident understand the not only the changing dynamics of

the Hudson Valley, but also those that are here close to home in Sullivan County. With the recent announcement of our Resort Destination projects a glimpse of where we are and what we need to focus on is a most important exercise. Look to notices announcing specifics in the coming weeks.

- In response to our private sector effort, which has already resulted in meeting our matching requirement per our contract for services with the county the SCP Board would like to thank the legislature for its vote of confidence once again this year in approving the contract for FY2015. We anticipate a tremendous season when the weather breaks as the interest has already increased dramatically.

3) **Community Outreach** – School Superintendents meeting, Stewart Airport Commission, Sullivan County Airport Commission, Narrowsburg School, Renaissance meeting addressing the needs of Liberty, HVEDC, SC Chamber.

B. Project Updates

a. Corporate Attraction

- We have responded to an additional inquiry interested in developing a Hotel featuring an indoor water park. The project proponents claim to have site control and are completing due diligence at this time. I expect more activity in this sector to begin moving forward when we finally get a break in the weather.
- 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. Update: The site selection process is now official. Dr. Karen Hilgersom and I have had communication with the firm as far back as last year in preparation for this official search. The outreach was conducted by WEDA. TBD
- We have submitted a proposal in response to an Italian firm looking to build a food processing facility that produce high end cured hams and specialty meat products. The company is seeking to construct a 50,000 facility in the US and has visited Sullivan county sites already. TBD
- We have submitted a site proximate to SCCC for consideration of 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. Update. The engineer working for the client has responded favorably to the location thus far. TBD
- We have submitted our proposal and letter of interest to site selectors seeking a location for a Silicon Valley based firm that produces electronics for appliances. SCCC and Start UP NY are a good fit for this prospect. The facility would be small to mid-sized and could take advantage of the smart labs and analytics efforts the college is undertaking at this time. TBD.
- 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 met with SCIDA, Planning and SCP. We are waiting for a determination from him to move forward.

- 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 met with SCCC to explore mutually beneficial steps moving forward. The meeting went very well and the firm has formally applied for Start UP NY. We are waiting for approval of Start Up Application.

b. Small Business/Entrepreneurial Development

- The Partnership Revolving Loan Committee has approved financing for Beaverkill Studios, a filming and editing facility now under construction in Parksville, NY.
- The Partnership Revolving Loan Committee will be reviewing a loan for a small business located on Broadway in Monticello and the expansion of an Auto Collision Repair facility in Liberty, NY
- IWW funds available \$99,000 There are currently 10 loans within this program:
- SI funds available \$ 18,000 There are currently 11 loans with this program:

c. Business Expansion

Automotive body shop will expand to a fully owned facility from existing leased space. The move will create 2-5 additional net new jobs. SCP will be reviewing financing application at this time.

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 owners have engaged new professionals to review existing work and fully complete the approvals process. Completing approvals process at this time.

e. Cluster Development

NTR

f. Membership Education

SCVA Tourism Summit
Pattern for Progress County Profile.

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

PROJECT/MEETING	SPONSOR LOCAL/STATE NATIONAL/INTERNATIONAL	STRATEGY	STRENGTHS	TIMELINE/COMPLETION	IMPACT
Day to Day	SCVA and its members	Distribution of travel guide, place advertising, increase presence on social media, develop story lines	All	2015	Increase visitation and spending.
Broadband	Sullivan County	Work with State, county and businesses	All	2015	Work to increase broadband in county thereby increasing business opportunities
UPDATE Eagle Express	SCVA and partners	The Eagle Express is up and running from end of June through July	Delaware River corridor	June 2015	Increased visitation along the Delaware River corridor
Craft Beer Alliance	SCVA, IDA and local craft beverage producers	Seek grant funds to promote the craft beverage industry in the Region	Agritourism	2015	Increased revenue generated by the craft beverages
Workforce Development	SCVA & SC workforce	To strategize for the increased need for workers with new developments	N/A	2015	Increase ability for residents to become employed

Sportsmen Expo	SCCC, SCVA, SC Chamber and partners	Kick off the outdoor season with an expo promoting the Sullivan County Catskills	Outdoors	March 21, 2015	Although the weather played a role in attendance this year it was still an overall success. Visitors came from as far away as New Jersey for the expo
Workforce Housing	SCVA & Montreign	Secure lodging for construction workers	Lodging	2015-2017	Increased opportunity for lodging properties revenue and sales tax by providing lodging to workers during off peak days and season.
Media Story	Bob Henderson, writer	Creation of an article on the historical and new development	All	2015	Increased awareness of new development and the promotion of the County in general
Paths Through History	Tale of Two Rivers Heritage Fair	Plans for Heritage Fair in May to promote historical sites & museums	History & Culture	May 17, 2015	Increase awareness and visitation to our historical sites and museums
SCVA Board Retreat	SCVA	Plan and strategize organization's work plan	All	March 18, 2015	Better serve the Sullivan County Catskills tourism industry through promotion and advertising.
NJCAA Championships	SUNY Sullivan & SCVA	Promotion	Event	March 12-14, 2015	Visitor spending
BI-lingual Project	Renaissance & SCVA	Create a plan for bi-lingual visitation	All	2015	N/A

SCCC Advisory Board	SUNY Sullivan	Strategic Planning	All	March 12, 2015	College curriculum
Hospitality Consulting Team	SCVA & SC Partnership	Economic Development	All	March 12, 2015	N/A
Sullivan Leadership	SC Foundation	Education to leadership group	All	March 11, 2015	Education
Tourism Action Day	NYSH&TA, TIC	Inform State leaders on tourism industry	N/A	March 10, 2015	Education of our State leaders on importance of tourism to NYS
Barryville Winter Mixer	Barryville Business Assoc.	Presentation	All	March 7, 2015	Meet and greet and update Barryville business
Renaissance Annual Event	Renaissance	Honor businesses and bring together positive attitudes	All	March 7, 2015	Beautification and collaboration
Travel Shows	SCVA & Partners	Attend travel destination shows in the target markets(Golf, Family Leisure, Sports and group)	All	2015	Increase awareness of the Sullivan County Catskills to the traveling public.
New Hotels	SCVA	Met with two developers working on smaller hotels in Sullivan County	Lodging	2015	Increase room inventory and sales tax revenue
Mysteryland, USA	IDT & SCVA	Working dialogue to develop the greatest economic impact of this three day festival	Event	Memorial Day weekend	Increase tax revenue and spending
Livingston Manor Business Meeting	Sullivan County, Livingston Manor, Sullivan United	Develop a CFA for development along Main Street	Community	2015	Increase business into Livingston Manor
Web Site Enhancement	SCVA	To maintain cutting edge performance of the web site	All	Spring 2015	Continue the high profile visibility for visitors seeking information on the Catskills

Disney Hospitality	SUNY Sullivan SCVA, SC Chamber	Provide a comprehensive hospitality training program for businesses in Sullivan County	All	April through 2015	Prepare new and existing businesses and employees with new skill set.
Eat Kitchen Opening	Sullivan County Extension	Culinary	All	January 30, 2015	Support of the agricultural industry
Tourism Industry Coalition	TIC members	Upcoming Tourism Action Day and legislative issues	All	2015	Facilitate legislation statewide on behalf of the tourism industry
SC Trail Task Force	SC, SCVA and various partners	Plan for inter-connective trail system	Outdoors and health	2015	Establish and promote trail system for residents and visitors
Path Through History Itinerary building	NYS, Path Through History Partners	Promote the historical sites in Sullivan County	History & Culture	Ongoing	Promote the historical venues to increase revenue and visitation
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.
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, SC Chamber, 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

Program Employment Data

Program	Covered Period	# of People Who Found Employment	# of Businesses	Examples of Businesses
Workforce Investment Act (WIA) Adult, Dislocated Worker & Youth	2/25/15 – 3/31/15	44 people	37 businesses	Achieve Rehab/Nursing – 4 ADP Total Source County of Sullivan – 2 Dombrowski Farm Supply Dunkin Donuts Empire Landscaping Gerry Foundation Independent Home care New Hope Rehab Support Services Rolling V – 5 Stone arch Inn SYDA Foundation Town of Fremont Verona Oil

- ❖ The Workforce Partners Group met on March 10. The group is made up of workforce development, economic development agencies, education and training providers, government and business. The plan is to develop a plan to address the workforce needs of the casino projects and also to create a Hospitality Skills Alliance for the industry. The first meeting gave an opportunity for the group to get an overview of the casino projects employment numbers and timelines for opening and expected visitors. In addition, a guest speaker who has been part of a number of teams that opened casinos gave an overview of the common industry jobs, work readiness expectations and some of the training requirements. The college, BOCES, Cornell and CWD shared what they are presently doing and what they can bring to this effort.

Subcommittees were formed to deal with four initial areas:

- Education & Training
- Marketing
- Alliance Structure
- Recruitment

- ❖ The Notice of rulemaking for the Workforce Innovation and Opportunity Act (WIOA) was issued April 3. WIOA will become effective July 1, 2015 and replaces the current Workforce Investment act (WIA). As part of a statewide team, these proposed rules will be evaluated and comments from the team will be provided to USDOL.
- ❖ Planning is underway for the Summer Youth Employment Program which will run from July 6 through August 14. There is a waiting list of youth. Outreach is underway for worksites.
- ❖ Participated on March 25 in a meeting held at Catskill Regional Medical Center. The meeting was put together by the prospective owners of the Narrowsburg School. It included representatives from the hospital, college, economic development agencies, the county and the College of New Rochelle. The conversation focused on potential post-secondary uses of the school building.

Meeting Highlights:

- 3/6 – meeting with ACCESVR on WIOA and new partnership opportunities
- 3/6 – Child Care forum at the Wurtsboro Library
- 3/11 – Presented to Leadership Sullivan class
- 3/25 – NYATEP Board meeting
- 3/27 – Regional Workforce Directors meeting
- 4/2 – County Transportation Plan – Policy Committee meeting

Unemployment Rates

Month	2015 Sullivan County	2014 Sullivan County	2015 Hudson Valley	2015 New York State	2015 United States
January	7.2	8.5	5.5	6.5	6.1
February	7.0	8.6	5.3	6.4	5.8
March					
April					
May					
June					
July					
August					
September					
October					
November					
December					

Labor Market Profile

Resident Civilian Labor Force and Nonfarm Employment

SULLIVAN COUNTY

February 2015, January 2015, February 2014

Category	Feb 2015	Jan 2015	Feb 2014	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	31,800	32,000	32,800	-200	-0.6%	-1,000	-3.0%
Employed	29,500	29,700	30,000	-200	-0.7%	-500	-1.7%
Unemployed	2,200	2,300	2,800	-100	-4.3%	-600	-21.4%
Sullivan County Unemployment Rate	7.0%	7.2%	8.6%	-0.2		-1.6	
NYS Unemployment Rate	6.4%	6.5%	7.5%	-0.1		-1.1	
US Unemployment Rate	5.8%	6.1%	7.0%	-0.3		-1.2	
Total Nonfarm							
Total Nonfarm	23,600	23,500	23,600	100	0.4%	0	0.0%
Total Private							
Total Private	17,700	17,700	17,600	0	0.0%	100	0.6%
Goods-Producing							
Goods-Producing	2,200	2,200	2,200	0	0.0%	0	0.0%
Natural Resources, Mining and Construction							
Natural Resources, Mining and Construction	700	700	700	0	0.0%	0	0.0%
Manufacturing							
Manufacturing	1,500	1,500	1,500	0	0.0%	0	0.0%
Service-Providing							
Service-Providing	21,400	21,300	21,400	100	0.5%	0	0.0%
Private Service-Providing							
Private Service-Providing	15,500	15,500	15,400	0	0.0%	100	0.6%
Trade, Transportation and Utilities							
Trade, Transportation and Utilities	4,000	4,000	4,000	0	0.0%	0	0.0%
Information							
Information	200	200	200	0	0.0%	0	0.0%
Financial Activities							
Financial Activities	900	900	900	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	5,600	5,700	5,600	-100	-1.8%	0	0.0%
Leisure and Hospitality							
Leisure and Hospitality	2,100	2,000	2,100	100	5.0%	0	0.0%
Other Services							
Other Services	1,300	1,300	1,200	0	0.0%	100	8.3%
Government							
Government	5,900	5,800	6,000	100	1.7%	-100	-1.7%

COUNTIES RANKED BY UNEMPLOYMENT RATE

FEBRUARY 2015

RANK	COUNTY	RATE	RANK	COUNTY	RATE
1	Tompkins County	4.3	31	Greene County	6.8
2	Albany County	4.8	31	Otsego County	6.8
2	Nassau County	4.8	31	Wayne County	6.8
4	Putnam County	4.9	35	Broome County	6.9
4	Saratoga County	4.9	35	Chenango County	6.9
6	Columbia County	5.1	37	Sullivan County	7.0
6	Rockland County	5.1	38	Cattaraugus County	7.2
8	Westchester County	5.2	38	Chautauqua County	7.2
9	Dutchess County	5.3	38	Cortland County	7.2
9	Schenectady County	5.3	38	Madison County	7.2
11	Orange County	5.4	38	Richmond County	7.2
12	Rensselaer County	5.5	43	Delaware County	7.3
13	Onondaga County	5.6	43	Warren County	7.3
13	Suffolk County	5.6	45	Kings County	7.4
15	Monroe County	5.8	45	Schoharie County	7.4
15	Ulster County	5.8	47	Niagara County	7.5
17	New York County	6.0	47	Steuben County	7.5
17	Ontario County	6.0	49	Essex County	7.7
19	Erie County	6.1	50	Orleans County	7.8
20	Oneida County	6.3	51	Franklin County	7.9
21	Queens County	6.4	51	Fulton County	7.9
22	Chemung County	6.5	53	Wyoming County	8.0
22	Livingston County	6.5	54	Herkimer County	8.3
22	Yates County	6.5	54	Montgomery County	8.3
25	Cayuga County	6.6	56	Schuyler County	8.4
25	Genesee County	6.6	56	St. Lawrence County	8.4
25	Tioga County	6.6	58	Jefferson County	8.7
28	Allegany County	6.7	58	Oswego County	8.7
28	Seneca County	6.7	60	Hamilton County	9.2
28	Washington County	6.7	61	Lewis County	9.6
31	Clinton County	6.8	62	Bronx County	9.8