

SULLIVAN COUNTY GOVERNMENT CENTER

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

SULLIVAN COUNTY LEGISLATURE

Community and Economic Development Committee

January 14, 2016 11:30 A.M.

Committee Members: Ira Steingart (Chair); Terri Ward (Vice Chair); Joe Perrello; Catherine Owens; and Nadia Rajsz

AGENDA

PRESENTATION: None

DISCUSSION ITEMS:

1. Update on Montreign Casino Project- Charlie Degliomini, EVP at Empire Resorts

RESOLUTIONS:

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:

<u>ACTIVITY REPORT – JANUARY 2016</u> COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY

January 4, 2016

The IDA held its regular meeting on December 14th. At that meeting the Board approved: a change of control of Cannie D's to Four Goats LLC, Center One Development in Woodridge on their request for a sales tax exemption extension to complete interior work and paving, Mountain Service Distributors in Fallsburg on their sales tax request for a garage project on the business property, RJ Baker / Beaverkill Studios in Liberty to put together an application for the equipping of the existing new studio as well as the improvement and re-use of the adjoining restaurant, Veria Lifestyle in Thompson on a sales tax exemption extension for demolition and infrastructure work that still has to be completed before new construction can be started, Monticello Motor Club in Thompson on their proposal to construct a 40 bay (9,600 sq ft) member garage building, the approval of two mortgages for M&M Automotive, and the delivery of a mortgage relating to RHH Land, LLC.

The Agency started work on getting prepared for the FY 2015 annual audit. The first set of lease payment bills and PILOT bills were mailed, as were annual employment number requests. Meeting dates for 2016 were posted in the Sullivan County Democrat.

Worked with County Planning Department and the Sullivan County Revolving Loan Advisory Board on 15 loan requests. Updated IDA and Funding Corporation websites for 2016.

The construction of the building shell of the Red Meat Facility in Liberty is substantially complete and building equipment has been purchased. Staff continues to monitor all grant requirements and track the project budget.

In January the Agency will continue with its administration of PILOT and Lease bills. PILOT payments will be systematically distributed to the appropriate taxing jurisdictions. Work on the online State reporting system (PARIS) will start, and the audit process will commence in earnest.

Jennifer CS Brylinski



Report to Legislature January 2016

A. General Operations

1) Activities

- With the positive news on the gaming license, we expect a very busy 2016 on all fronts with existing and new projects moving forward significantly. The focus will be in hospitality, retail and workforce housing all of which are needed to move Sullivan County positively forward economically.
- With many new legislators now settling in to begin their important work over the next four years I believe it is important so once again highlight some of our activities in 2015.

Those who have been re-elected may have seen or most likely participated in much of it.

- We began 2015 with the 2nd Annual SEQRA Conference, where nearly 200 attendees received continuing education credits toward their professions. Engineers, attorneys and municipal officials comprise the bulk of participants. This year we are planning to hold this important event in March as the Department of Planning is working toward a countywide planning focus.
- The Pattern breakfast seminar with over 150 attendees updated us on key economic and social demographics critical to our planning and decision making moving forward. The event provided an honest look at deficiencies and opportunities we are now focusing on.
- The Veria Lifestyle Management grounding breaking for its \$100 mil Z Living Resort & Spa project. Approximately 200 attendees gave up a portion of Father's Day and worked their way through a mud soaked road to welcome Subbash Chandra and the Veria team to Sullivan County. The project is well underway with plans for additional projects at the former Kutcher's site in the works as well.
- O The Sullivan United Mid Summer mixer at the site of the Adelaar/ Montreign project, where we were addressed by Assemblyman Gary Pretlow, Assemblywoman Aileen Gunther, Senator John Bonacic, Chairman Scott Samuelson, IDA Chairman Ira Steingart and many others welcomed over 200 attendees representing business and key

- stakeholders. All were updated on the project and celebrated the long overdue approval of the project.
- We continued to focus on entrepreneurs assisting over 30 small business inquiries and providing financial assistance to the Pickled Owl in Hurleyville, Liberty Collision Center in Liberty, and Salt and Pepper in Monticello.
- Several Large scale hospitality projects are working through initial design phases. They will be the 1st catalyst investments driven by the success of the Adelaar/Montreign project as well as market forces paving the way for new tourism related opportunists in the Sullivan County Catskills.
- We are working closely with a manufacturer that holds much promise in the metal fabrication sector. The principals are favorable to one of our sites here in Sullivan County. To date we are the preferred location.
- The Catskills Workforce Alliance group continues to methodically work to create our industry specific training programs and complete the necessary analysis of our workforce to better prepare for anticipated job demand forthcoming. We met with Laura Quigley as part of the Alliance's labor shed study advisory group to assist in the selection of a consultant that will study our labor shed for the purpose of establishing our true labor shed territory. The study will focus on existing skill sets, training gaps/needs and the likelihood and propensity of employees moving from one job to another for better opportunities. While the focus has been on opportunities given the new developments in the area, the labor shed study is critical to not only addressing new businesses but also existing businesses which will require back fill support for any employees transferring to other jobs.
- Unemployment remains on a downward trend. While not telling the complete story, certainly bodes well for an expected economic turnaround soon.

Unemployment Rate

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Ann Avg
2015	7.2%	7.0%	6.4%	5.9%	5.6%	5.3%	5.3%	4.8%	5.3%	5.0%	5.2%		5.7%
2014	8.5%	8.6%	7.9%	6.7%	6.5%	6.2%	6.0%	5.8%	5.9%	5.7%	6.1%	6.3%	6.7%
2013	10.3%	9.9%	9.1%	8.4%	8.0%	7.9%	7.5%	7.0%	7.6%	7.5%	7.6%	7.7%	8.2%
2012	10.3%	10.6%	10.1%	9.2%	9.1%	8.9%	8.5%	8.2%	8.5%	8.5%	8.5%	9.4%	9.1%
2011	10.4%	10.3%	9.7%	8.9%	8.5%	8.4%	8.1%	7.7%	8.5%	8.5%	8.8%	9.4%	8.9%

2) Internal/External Marketing – the Sullivan County Partnership will continue to work with SCVA to create consistency of messaging, branding, reach and frequency to attract external investment into the county. Whether marketing to visitors or specific industry sectors the look, feel and messaging will be consistent,

- representing Sullivan County as not only the next obvious place to invest but also a prudent one as well.
- 3) Community Outreach I have been speaking to a variety of senior, rotary and business organizations continually relative to Economic Development issues. 2016 will most likely be a busier schedule.
- 4) Meetings: New York State Economic Development Council Annual Meeting, Sullivan County Chamber, Hudson Valley Economic development Corporation, Sullivan County Workforce Development Alliance, SCP Shovel Ready Site Committee, SCP Government Affairs.

B. Project Updates

a. Corporate Attraction

- Resort destination project, as reported last month— conducting due diligence and initial design at this time. Look for more activity in 2016.
- Manufacturing project as reported last month Sullivan County is a priority location for the company. We are working through various details at this time. The likelihood is very assured at this time.
- We have joined others in the Hudson Valley reaching out to a family destination entertainment project recently rejected by another Hudson Valley county. The project could bring substantial family tourist oriented visitation to Sullivan County. Ongoing. TBD

b. Small Business/Entrepreneurial Development

- IWW funds available \$111,341 There are currently 9 loans within this program:
- SI funds available \$ 59,868 There are currently 8 loans with this program:
- Seven loans have been fully paid in FY 2015.

c. Business Expansion

No report 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: **Update**: project proponents have met with the Town's planning board at a work session to finalize necessary elements of the project moving forward. They have engaged a construction management firm to help guide the process moving forward. This site is critical to the development of suitable alternatives to attract new business in Sullivan County. We are in dire need of pre-approved sites for development regardless of the industry sector which we will be focusing on.

- The development of these sites and the subsequent attraction of investment to them are critical to the development of a growing middle class in Sullivan County. A critical mass of large scale projects, diverse mid level employers, and entry level options is needed to begin positively affecting our more urban centers.
- e. **Membership Education** look for announcements for 3rd Annual SEQRA conference as well as ongoing spontaneous, meetings and forums relative to various projects underway.

SULLIVAN COUNTY VISITORS ASSOCIATION CED REPORT JANUARY 2016

IMPACT	Guide went to travel shows in January, information outlets and uploaded on- line.	Increased promotion	Increase group travel	Increased visitation by outdoor enthusiasts	Increased recognition of the Sullivan Catskills	increase revenue for businesses and sales tax	Provide additional add-on to the site to improve visitor use
TIMELINE/COMPLETION	January 6, 2016	2016	January 10-12, 2016	January 7-10, 2016	January 8-10, 2016	2016	December 16, 2015
STRENGTHS	All	Event	Group travel	All	All	All	Outdoors
STRATEGY	Promote the Sullivan Catskills through an informative response piece	Planning for Governor's Catskill Challenge in 2016	Promote the State and its motorcoach opportunities	Promote the Sullivan Catskills to consumers attending the outdoor show	Promote the Sullivan Catskills to consumers attending the show	Plan marketing for 2016 & next 5 years	Update web and events
SPONSOR LOCAL/STATE NATIONAL/INTERNATIONAL	SCVA & partners	SCVA & CATS, DEC	NYS	SCVA & partners	SCVA & partners	SCVA & Board	SCVA and partners
PROJECT/MEETING	2016 Sullivan Catskills Travel Guide	Catskill Challenge	ABA Marketplace	NJ Outdoor Sports Show	NY Times Travel Show	Strategic Planning	Trailkeeper.org

Catskill Film Commission	and partners	Develop a film commission to provide the necessary elements for enticing movie, TV and commercial development to Sullivan County	AII	December 16, 2015	Increased revenue through filming in Sullivan County
CATS Meeting	CATS	Planning 2016 Regional advertising	AII	December 16, 2015	Increased promotion of the Catskill Region
NJCAA Meeting	SUNY Sullivan	Plan for upcoming tournament	Event	December 11, 2015	NJCAA brings 8 teams from across the country to compete in championship
Workforce RFP meeting	Workforce Development	Improve Workforce	N/A	December 11, 2015	Enhance workforce and supply trained employees
CFA & URI announcments	New York State	N/A	N/A	December 10, 2015	N/A
Craft Beer Grant Webinar	NYS Dept of Agriculture	Explain recent grant program for program for promoting craft beverages	Agri-tourism	December 9, 2015	Increase agricultural sales
SCVA Annual Meeting	SCVA and members	Recap	N/A	December 2, 2015	Network with members and tourism businesses
Catskill Park Coalition	Catskills	Marketing	Outdoors	November 23, 2015	Increased marketing
Callicoon Business Association	SCVA & Callicoon Business Association	Cooperatively market with Callicoon	Main Street and Events	November 23, 2015	Increase visitation
Customer Service Committee	SCVA, SC Chamber, BOCES, SUNY Sullivan	Coordinate customer service program	All	2016	Increased customer satisfaction

Veria Z-living	Veria & SCVA	Plan for opening and marketing	Lodging	2016	Increased sales tax and room inventory
Governor's Tourism Summit	NYS	Network and develop strategies around State's tourism promotion	All	November 18, 2015	Increased tourism promotion and visitor spending
Narrowsburg Union	Narrowsburg Union & SCVA	Assist owners with marketing	N/A	November 13, 2015	Increased tourism asset and quality of life
Adelaar Development	Meet with additional attraction looking to build on site	Supply economic information to developer	N/A	November 13, 2015	Increase tourism inventory to create another attraction and visitor spending
Catskill Hospitality Focus Group	SUNY Sullivan and partners	Develop hospitality focus	All	November 12, 2015	Increased visitor experience
NYSTIA web site	NYSTIA	Promotion of NYS tourism	N/A	November 6, 2015	Increased promotion through a statewide web site
SC Partnership Retreat	SC Partnership	Strategize for future	N/A	November 6, 2015	Economic Impact
Edible Brooklyn	CATS	Promotion of our locally sourced produce to Brooklyn attendees	Agri tourism	November 5, 2015	Increase awareness of Sullivan Catskills
Nat Geotourism	National Geographic	Promote to Delaware River corridor and populate the new site	Outdoors	2015-2016	Increased promotion of the Delaware River corridor
2016 Travel Guide	SCVA and members	Production of the 2016 Travel Guide to be available for early travel show schedule	All	2015	The travel guide is a call to action for visitors and residents.

Arts & Culture 2016
2016
October 22, 2015
2015-2016

Weekend of Chamber Music	WCM & SCVA	Brainstorm ideas for sponsors and funding for WCM	Arts & culture	October 19, 2015	Support of the arts and culture venues in SC and increase funding
Melinda Meddaugh, Ag Coordinator	SCVA	Develop a marketing plan for the Ag grant promoting farm market and farmers	Agriculture	2016	Increase sales for agricultural partner and promote our rich Sullivan made products
Livingston Manor Chamber	Livingston Manor Chamber	Presentation and discussion with the Chamber on marketing and promotion through SCVA	AII	October 15, 2015	Increase visitation to Livingston Manor
Hudson Valley Beer, Wine, Spirits and Cider Summit	Hudson Valley EDC	Attended to support local producers and get ideas	Agri-tourism	October 14, 2015	Increase ability to market and support our producers
Catskill Film Commission	SCVA, SC Planning and private partners	Create a film commission database and be a one stop for film makers	AII	2015-2016	Increased revenue through film production
Sullivan County Trail Committee	Sullivan County, SCVA and trail partners	Create a comprehensive and connected trail system in Sullivan County	Outdoors	2015-2016	Promotion of the trail system for visitors and residents
USA Today Scenic Drives	USA Today	Solicited support State-wide and through social channels to vote the Rt 97 Scenic Byway the people Choice for scenic drive in the U.S.	All	September & October	Recognized as the best scenic drive in the Northeast and second in the USA. Great publicity.

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	2016 Travel Guide	SCVA and partners	Collection of data	A	2015	Produce a
			and development of			Comprehensive
			new guide			guide for 2010

Stewart Airport Stewart by giving it the ability of partnering with colleges for Start Up NY Geo-Tourism Committees NYS Lottery I Love NY and lottery NYS Lottery I Love NY and lottery NYC Media Night I Love NY, Finn Partners, State Fair and scratch offs CATS, SCVA Heart-A-Thon WSUL/WVOS N/A REAP Board REAP Meeting Broadway Update of the digital billboard to promote pupcoming Fall Digital sign at 1500 SCVA & partners Update of the digital billboard to promote pupcoming Fall	SC Parmership on plan to build attraction and lodging	eloper Lodging ild	Sept. 18, 2015	Increased revenue
I Love NY and lottery I Love NY, Finn Partners, CATS, SCVA WSUL/WVOS REAP SCVA & partners		ness N/A at ving it th ttart Up	Set. 17, 2015	Work to include Sullivan County airport
I Love NY and lottery I Love NY, Finn Partners, CATS, SCVA WSUL/WVOS REAP SCVA & partners		rogram Natural Assets, Delaware River	2015-2016	Increase promotion and visitation
I Love NY, Finn Partners, CATS, SCVA WSUL/WVOS REAP SCVA & partners		on of All ons at I	2015-2016	Promotion of the Sullivan Catskills through a lottery promotion packages.
WSUL/WVOS REAP SCVA & partners	nn Partners,	I foods er and	Sept 9, 2015	Increase visibility of the CATS Region to food writers.
SCVA & partners		N/A	Sept. 3, 2015	Quality of Life
SCVA & partners		N/A	Sept. 2, 2015	N/A
season & events		digital Fall & events romote II nts	August 27, 2015	Increased visibility to millions of travelers in the NY Metro area promoting SC Catskills

Community and Economic Development Committee Center for Workforce Development Report January 14, 2016

Program Employment Data

Program	Covered Period	# of People Who Found Employment	# of Businesses	Examples of Businesses
Workforce Investment Act (WIA) Adult, Dislocated Worker & Youth	Period 12/1/15 - 12/31/15	50 people	39 businesses	Ampac Paper LLC Any-Time Home Care Inc – 2 Cleantec Enterprises Inc County of Sullivan Dana Distributors Inc Dunkin Donuts Fallsview Hotel FM Howell & Co Federated Retail Holdings – 2 MB Food Processing – 3 Palisades Audi – 2 Park Manor Rolling V Corp Sicilian Delight Stewarts Shop Thrall Public Library
				Wendgate Corp

- ❖ In response to an increase in the number of job openings, plans are underway to hold a Job Fair in mid-February. Logistics are being currently worked out and further information will be forthcoming when finalized.
- Workforce Partners Group update:
 - USDA grant for labor study was awarded for \$93,576. A Request for Proposals (RFP) was issued November 13. Three responses were received and reviewed by members of the workforce partners group. A resolution is being submitted to the Executive Committee recommending a contract with Business Capacity Consulting.

The first part of the study will focus on the underemployed workers – demographics, what industries do they work in and what increase in hourly wage would entice them to leave their current positions and what challenges might exist that prevent them from moving. The second part of the study is focused on the impact of large scale economic development on the workforce and the business community. What are the skill gaps in relation to the jobs and what are the training gaps in relation to the needed skills.

- Work continues with Local 17, the college and CWD on creating a local
 pre-apprenticeship program. The Construction Pre-Apprenticeship
 Program is targeted to young people age 16-24. The goal is to recruit 120
 individuals a year into the program. This should result in Local 17 being
 able to transition about 60 individuals each year who have the basic
 apprenticeship courses completed. A draft curriculum has been developed
 as well as draft agreements between the union, college and CWD.
- The Northeast Region Council of Carpenters held a career information and outreach session at the One Stop Center on November 24. They plan on holding more sessions in the future.
- The college received SUNY workforce funds for Hospitality training. A meeting was held November 12 at the college with faculty, workforce, economic development, and tourism partners and key management from Empire Resorts. The college has been working on bringing together industry recognized training and creating a fully developed program of offerings.

Unemployment Rates

Month	2015 Sullivan	2014 Sullivan	2015 Hudson	2015	2015
	County	County	Valley	New York State	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	6.4	7.9	4.8	5.8	5.6
April	5.8	6.7	4.5	5.5	5.1
May	5.6	6.5	4.7	5.3	5.3
June	5.3	6.2	4.7	5.3	5.5
July	5.3	6.0	5.0	5.4	5.6
August	4.8	5.8	4.5	5.0	5.2
September	5.3	5.9	4.7	4.8	4.9
October	5.0	5.7	4.3	4.5	4.8
November	5.2	6.1	4.2	4.7	4.8
December					

COUNTIES RANKED BY UNEMPLOYMENT RATE NOVEMBER 2015

RANK	COUNTY	RATE	RANK	COUNTY	RATE
1	Columbia County	3.5	30	Richmond County	4.9
2	Tompkins County	3.7	33	Allegany County	5.0
3	Nassau County	3.8	33	Chenango County	5.0
3	Saratoga County	3.8	33	Wyoming County	5.0
5	Albany County	4.0	36	Greene County	5.1
5	Putnam County	4.0	36	Kings County	5.1
7	Dutchess County	4.1	36	Tioga County	5.1
7	Rockland County	4.1	39	Clinton County	5.2
7	Westchester County	4.1	39	Sullivan County	5.2
10	New York County	4.2	41	Broome County	5.3
10	Ontario County	4.2	41	Cortland County	5.3
10	Orange County	4.2	41	Delaware County	5.3
10	Rensselaer County	4.2	44	Cattaraugus County	5.4
10	Schenectady County	4.2	44	Chemung County	5.4
10	Suffolk County	4.2	44	Herkimer County	5.4
16	Ulster County	4.3	47	Niagara County	5.5
17	Onondaga County	4.4	47	Orleans County	5.5
17	Queens County	4.4	47	Warren County	5.5
19	Livingston County	4.5	50	Chautauqua County	5.7
19	Yates County	4.5	50	Steuben County	5.7
21	Genesee County	4.6	52	Essex County	5.9
21	Monroe County	4.6	52	Franklin County	5.9
21	Washington County	4.6	52	Fulton County	5.9
21	Wayne County	4.6	52	Lewis County	5.9
25	Otsego County	4.7	52	Schuyler County	5.9
26	Erie County	4.8	57	Montgomery County	6.0
26	Oneida County	4.8	58	St. Lawrence County	6.1
26	Schoharie County	4.8	59	Oswego County	6.4
26	Seneca County	4.8	60	Jefferson County	6.5
30	Cayuga County	4.9	61	Bronx County	6.9
30	Madison County	4.9	62	Hamilton County	9.1

Labor Market Profile

Resident Civilian Labor Force and Nonfarm Employment

SULLIVAN COUNTY

November 2015, October 2015, November 2014

Category	Nov 2015	Oct 2015	Nov 2014	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	32,800	33,200	32,400	-400	-1.2%	400	1.2%
Employed	31,100	31,500	30,500	-400	-1.3%	600	2.0%
Unemployed	1,700	1,700	2,000	0	0.0%	-300	-15.0%
Sullivan County Unemployment Rate	5.2%	5.0%	6.1%	0.2		-0.9	
NYS Unemployment Rate	4.7%	4.5%	5.7%	0.2		-1.0	
US Unemployment Rate	4.8%	4.8%	5.5%	0.0		-0.7	
Total Nonfarm	24,900	25,200	24,700	-300	-1.2%	200	0.8%
Total Private	19,000	19,300	18,800	-300	-1.6%	200	1.1%
Goods-Producing	2,400	2,400	2,400	0	0.0%	0	0.0%
Natural Resources, Mining and Construction	900	900	900	0	0.0%	0	0.0%
Manufacturing	1,500	1,500	1,500	0	0.0%	0	0.0%
Service-Providing	22,500	22,800	22,300	-300	-1.3%	200	0.9%
Private Service-Providing	16,600	16,900	16,400	-300	-1.8%	200	1.2%
Trade, Transportation and Utilities	4,400	4,400	4,400	0	0.0%	0	0.0%
Information	200	200	200	0	0.0%	0	0.0%
Financial Activities	900	900	1,000	0	0.0%	-100	-10.0%
Professional and Business Services	1,500	1,500	1,400	0	0.0%	100	7.1%
Education and Health Services	5,800	5,800	5,800	0	0.0%	0	0.0%
Leisure and Hospitality	2,300	2,600	2,200	-300	- 11.5%	100	4.5%
Other Services	1,500	1,500	1,400	0	0.0%	100	7.1%
Government	5,900	5,900	5,900	0	0.0%	0	0.0%