



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

**SULLIVAN COUNTY LEGISLATURE**  
**Community and Economic Development Committee**  
*June 2, 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: None**

**RESOLUTIONS: None**

**DIVISION/PROGRAM UPDATE:**

- Visitors Association - Roberta Byron-Lockwood
- Workforce Development – Laura Quigley
- Community & Economic Development – Freda Eisenberg
- IDA - Jen Flad
- Partnership for Economic Development – Marc Baez

**PUBLIC COMMENTS:**

**SULLIVAN COUNTY VISITORS ASSOCIATION  
CED REPORT  
JUNE 2016**

PROJECT/MEETING	SPONSOR LOCAL/STATE NATIONAL/INTERNATIONAL	STRATEGY	STRENGTHS	TIMELINE/COMPLETION	IMPACT
SCVA Web Site	SCVA	Upgrading of the web site	All	June	
Catskill Challenge	CATS and I Love NY	Continue to put details together for the Challenge	N/A	June	Increased exposure for the Sullivan Catskills
I Love NY International Marketing	I Love NY	Discuss the upcoming marketing to the international traveler	International visitors	2016-17	Increased visitation from prime international markets
Geocaching Games	SCVA, SUNY Sullivan, and partners	Produce a virtual game with reality to promote travel via geocaching model to various sites in the Sullivan Catskills	History & Culture	May 20 <sup>th</sup> first meet to start program in Fall	Increased promotion of the Sullivan Catskills in a fun way
Pottery Trail	SCVA & Partners	Produce a new pottery rack card and landing page for potters	Trails	May 20, 2016	Increased business for our local potters
Nat Geo Wild and Scenic Delaware River NYC	Nat Geo	Promote the new launch of the site to media. Received several media leads for Sullivan Catskills	Outdoors	May 19, 2016	Increase exposure to the traveling public
Eat Healthy, Eat Local	SCVA, SC Health and CRMC	Promotion of local sourced foods and restaurants that serve healthy	Quality of Life	May 18, 2016	Continuing developing this project and launch date

SC Board of Realtors	SCVA	options Members attended the Board event to work with realtors to promote for homes and business	All	May 17, 2016	Increase sales of second homes and business opportunities
Catskill Film Commission	SCVA & Partners	Continue to develop the Catskill Film Industry	All	May 16, 2016	Work on promotion of the Sullivan Catskills as a film destination
SC Chamber Pride Awards	SC Chamber	Honoring members of SCVA	N/A	May 15, 2016	N/A
Path Through History	NYS	Promotion of historic sites and museums	History	Path Through History Week	Increase visitation to our historical sites
REAP Board Meeting	USDA	Funding and promotion	N/A	May 11, 2016	Assist in grant funding for businesses in the REAP zone
Thunderbash	Bold Gold & SCVA	Promotion	Event	May 6, 2016	Promotion of event
Mysteryland, USA	Mysteryland & SCVA	Strategize on cross promotion of event and the assets of Sullivan Catskills through social media and the web	All	Now through June 10	Influence more visitors to explore and return to the Sullivan Catskills
Empire State Tourism Conference	NYSTIA	Educational meetings on tourism incentives and programs	N/A	May 2-4	Networking with fellow tourism agencies and marketing professionals
Escapemaker & Agritourism	SCVA & Escape Maker	A strategic marketing effort that has exposed our agri-businesses to the NY Metro area. SCVA and its members are also hosting a pod cast	Agriculture	Ongoing, Escape Maker is putting together agri travel packages with several of our properties.	Promotion of our locally grown products

SCVA Literature Exchange	SCVA	show of our wineries and distilleries	All	May 11, 2016	Roscoe Beer Company is host
Premier of the Nat Geo Scenic Wild Delaware River	National Geographic	Preparation for the upcoming season by stocking and networking member businesses	All	May 5, 2016	Increased promotion of our natural resources and the communities and businesses
SCVA Strategic Plan	SCVA Board	Promotion of the Delaware River and its assets	N/A	2016	The plan will strategically place the Sullivan Catskills as the premier destination in the Catskills and NYS
SCVA Web Site	SCVA & adc Studio	Board is working on a plan for the next three years as developments increase	All	May 2016	Completion of the web site format will further advance promotion and marketing to excel with social media
Library Brochure	SC Library Association & SCVA	Redesign the web site to a more attractive portal for information to complement the simple view data base	Quality of Life	2016	Brochures are in the process of being printed and distributed within the County
Trail Meeting	SC Government, Planning, SCVA and local trail keepers	Promote the County libraries as a source of information and activities for locals and visitors	Outdoors	2016	A new Trailkeeper.org site with mobile capacity and user friendly site. New rack cards have been printed

Hospitality Training Meeting	SCVA, SC Chamber, BOCES	Develop the hospitality program and work booklet	N/A	2016	Assist the local businesses with customer service training front line staff
CATS Meeting	CATS	Align marketing objectives for the Catskill Region to further promote the Region and Sullivan Catskills	All	2016	Increase exposure of the Catskill Region as a vacation destination
Heritage Fair, Poughkeepsie	Path Through History	Promotion of the historical venue in the Sullivan Catskills	History & Museums	May 1, 2016	Increase awareness and visitation to our historical sites
I Love NY Updates	I Love NY	Conference Call to update TPA & DMO on the programs I Love NY is doing for 2016	All	2016	Assist the Sullivan Catskills with advantage marketing with I Love NY
NAT GEO Project	National Geographics and Sullivan Catskill partners	Launching and promoting the Nat-geo site of the Upper Delaware	Outdoors	May 2016	Increased exposure to visitors seeking the outdoors
Workforce Development	SUNY Sullivan, Workforce Development, Chamber, BOCES	Develop program for workforce training and hospitality	All	2016	Assist in the planning and development of workforce and to increase the visitor experience and while employing work staff
Catskill Challenge	NYS & CATS	Plan for this summer's Catskill Challenge	Outdoors and attractions	June 2016	Extensive media exposure for the CATS and Sullivan Catskills to the traveling public
Trailkeeper.org	SCVA & partners	Redevelop the site with additional	Outdoors	April 2016	Increase the usage of the web site and

			information and platforms			trails
Marketing Committee	SCVA		Marketing Plan for 2016 & 2017	All	2016	Increase the brand of the Sullivan Catskills and promotion of destination
Pottery Trail Map	SCVA & Potters		Capture the niche market and promote our local potters	Attraction	2016	Increase the exposure of our local potters and help increase spending
Web Site Updates	SCVA		Update access by members and ease the accessibility for visitors	All	April 2016	Increase the usage and database of the <a href="http://www.scva.net">www.scva.net</a> site
Path Through History	NYS, Mid-Hudson Region & Sullivan Catskills		Plan for 2016 Event May 1, 2016	History	May 1, 2016	Promote our historical venues
New Developments	SCVA		Meeting with Montreign, Adelaar, and Veria Zliving developers to begin promotion and working together	All	Ongoing	SCVA is working with these developers and others to assist with their promotion and how it works with existing business
Tourism Action Day	NYSTIC		Meetings with state lawmakers on the tourism industry importance to the economy	N/A	3/1/16	Meet to discuss issues that affect the tourism industry
NYS DMO Meeting	NYSDMO		Convention and Meeting Promotion	Meeting & Conventions	2/29/16	Promotion to the meeting planners
Monticello Business	Partners		Assist the Monticello Main	Main Street	2/25/16	Develop main streets

Association		Street with developing ideas to grow				
Customer Service Meeting	SCVA, Chamber SUNY & BOCES	Hospitality Training Strategy	All		2/25/16	Planning for front line interaction with visitors
Catskill Film Commission	SCVA & partners	Continue with developing web site and promotion of film commission	Arts & Culture		2/22/16	Increased film production in SC will enhance revenue for SC
Sport & Golf Shows	SCVA & Partners	Promotion throughout the tri-state area at outdoor sport shows and golf shows	All		February 2016	Increased visitation and spending
2016 Travel Guide	SCVA	Continued distribution of travel guide to visitors	All		Ongoing	Increased spending by 2016 visitors
SCVA Board Retreat	SCVA Board	Strategic Planning for 2016 and beyond	All		2/23/16	Strategic Plan for promotion of Sullivan Catskills
Catskill Challenge Conference Call	NYS & SCVA	Continue to plan for the upcoming Governor's Catskill Challenge	All		2/19/16	Dates and venues being organize for late June
SC Professional Women address	SCVA	Spoke with the Professional Women group	N/A		2/17/16	Informed the group on tourism in Sullivan Catskills
Catskill Mountain Resort	SCVA	Meeting with the staff of the resort to help promote	Accommodations		2/17/16	Assist a new resort to develop marketing
Ag grant proposals	SCVA & CCE	Interview firms for grant	Agritourism		2/16/16	Promotion of farm markets
NYSTIA conference call	NYSTIA	Plan for industry promotion	All		2/12/16	Through the NYS network promotion
Social media meeting	SCVA	Continue strategy for social media	All		2/11/16	Promote economically

Trailkeeper.org site review	Partners	Enhance usability on site	Outdoors	2/10/16	through social media Increase the trails and usage of the site for visitors and residents
Cool & Connected Conference Call	USDA	Expanding existing broadband on Main Streets	Main Streets	2/9/16	Learn what Main Streets can do to attract more business
Marketing Meeting	SCVA	Research and develop additional options for press relations	All	2/8/16	Utilize a Public Relations company to promote Sullivan Catskills
Paths Through History	Mid Hudson Region	Plan for the upcoming History promotion	History & culture	2/5/16	Promotion of SC Historical sites
CATS Meeting	CATS	Develop 2016 regional marketing	All	2/2/16	Promotion of the Catskill Region and Sullivan County
Fly Rod Chronicles	SCVA & Roscoe Chamber	Filming and production of fishing show	Outdoors	2/2/16 – summer	Promote the fly fishing in Sullivan County and the area
SC Library Assoc.	SCVA	Develop brochure for county-wide libraries and their programming	Culture	2/2/16	Provide residents and visitors information on the various programs the libraries offer
CCE Ag Marketing Meeting	SCVA & CCE	Promote farm market and locally grown	Agritourism	2/1/16	Assist farmers and producers with selling product
Fly Fishing Show Somerset, NJ	SCVA & partners	Promote our outdoors	All	1/29-1/31, 2016	Increase awareness and visitation



2016 Travel Guide	SCVA		Continue to bulk ship and individual requests of 2016 travel guide	All	2016	This year's guide is already mailed to over 500 individual requests and second shipment to travel centers as well as 5 travel shows including Lakeland FL snowbird show
Film Shoot Liberty	Liberty Town		Produce a promotional video for the Town and Village of Liberty	Downtowns and outdoors	1/27/2016	Assist in a promotional video to bring business and visitors
Tourism Industry Coalition	NYS partners		Tourism issues affecting business	All	1/21.2016	Assist businesses with Statewide issues
Catskill Challenge	CATS and NYS		Plan for the upcoming Governor's Catskill Challenge	All	1/20/2016	Promotion and preparation for 2016 Challenge
Ag Committee	Partners of the Industry		Go over ag plan and next steps	Agritourism	1/19/2016	Increase the agriculture options in Sullivan
Website Meeting	SCVA		Updates to scva.net	All	2016	Update for visitor enjoyment and use
Proud to be Sullivan	Partners		Plan for future promotion	All	1/15/2016	Improve the local impression that carries over to visitor
SC Chamber Retreat	SC Chamber		Planning	N/A	1/14/2016	Assist partner of Sullivan United
2016 Sullivan Catskills Travel Guide	SCVA & partners		Promote the Sullivan Catskills through an informative response piece	All	January 6, 2016	Guide went to travel shows in January, information outlets and uploaded on-line.

Catskill Challenge	SCVA & CATS, DEC	Planning for Governor's Catskill Challenge in 2016	Event	2016	Increased promotion
ABA Marketplace	NYS	Promote the State and its motorcoach opportunities	Group travel	January 10-12, 2016	Increase group travel
NJ Outdoor Sports Show	SCVA & partners	Promote the Sullivan Catskills to consumers attending the outdoor show	All	January 7-10, 2016	Increased visitation by outdoor enthusiasts
NY Times Travel Show	SCVA & partners	Promote the Sullivan Catskills to consumers attending the show	All	January 8-10, 2016	Increased recognition of the Sullivan Catskills
Strategic Planning	SCVA & Board	Plan marketing for 2016 & next 5 years	All	2016	Increase revenue for businesses and sales tax
Trailkeeper.org	SCVA and partners	Update web and events	Outdoors	December 16, 2015	Provide additional add-on to the site to improve visitor use
Catskill Film Commission	SCVA and partners	Develop a film commission to provide the necessary elements for enticing movie, TV and commercial development to Sullivan County	All	December 16, 2015	Increase revenue through filming in Sullivan County
CATS Meeting	CATS	Planning 2016 Regional advertising	All	December 16, 2015	Increase 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	Workforce Development	Improve Workforce	N/A	December 11, 2015	Enhance

meeting						workforce and supply trained employees
CFA & URI announcements	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 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.
Presentation to Liberty Library	SCVA	Public Relations	N/A	November 2, 2015	N/A
Sullivan County Public Library Association	SCVA & SUPLA	Assist in promoting the many things that the county-wide libraries offer visitors and residents	Arts & Culture	2016	Asset evaluation and promotion to increase visitation to libraries
Catskill Interpretive Center and Governor Cuomo	NYS	Assisted ESD with coordinating riders to ride with the Governor and attend a luncheon where the Governor announced a \$5 million promotion for the Catskills and a Catskill Challenge event in 2016	All	2016	These funds and the Challenge will increase the promotion of the Catskill Region

NYSTIA Annual Meeting	NYSTIA	State –wide tourism industry annual meeting and awards. Roberta Byron-Lockwood was honored by you peers receiving the Excellence in Tourism Leadership	N/A	October 22, 2015	Recognition of the Sullivan County Catskills and its leadership
CATS & I Love NY	CATS	Strategic planning for Regional and State-wide promotion of the Catskill Region	All	2015-2016	Increased marketing objectives to spur increased visitation and spending
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	All	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	All	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.
Geotourism Executive Committee	National Geographic and River Partners	Develop the Nat Geo highlight on the Delaware River Corridor	Outdoor Adventure and History	2015-2016	Increase awareness and visitation along the river corridor
SC Partnership Dinner	SC Partnership	Support for county economic development team and honor award recipients including Dr. Gerard Garlarneau, Roberta Byron-Lockwood and Cathy Paty	N/A	N/A	Continued working relationship with team to build economic development in Sullivan County
Small Business Administration	SCVA & SBA	Discuss opportunities for business investment in Sullivan County	All	N/A	Assist businesses with partnering with new investment
Leadership Sullivan	SC Foundation Leadership Program	Addressed the group on the	N/A	N/A	Education of future leaders

TIC Advisory Meeting	Tourism Industry Council	importance of tourism in Sullivan County	All	Sept 30, 2015	Plan for State-wide promotion and recommendations
CVB Meeting	NYS CVB's	Discussion meeting planner strategies for increased business	Conference & Meetings	Sept 28 & 29, 2015	Increased conference and meetings revenues
WJFF Sunday Brunch	WJFF	N/A	N/A	Sept 27, 2015	Fund raiser
Beaverkill Studio Open House	Beaverkill Studio	New business	All	Sept 26, 2015	Increased business opportunities
2016 Travel Guide	SCVA and partners	Collection of data and development of new guide	All	2015	Produce a comprehensive guide for 2016
New Attraction	SC Partnership	Meet with developer on plan to build attraction and lodging	Lodging	Sept. 18, 2015	Increased revenue
Start Up NY Stewart Airport	ESD and Start Up NY	Increase business opportunities at Stewart by giving it the ability of partnering with colleges for Start Up NY	N/A	Set. 17, 2015	Work to include Sullivan County airport
Geo-Tourism Committees	National Geographic	Webinar on program	Natural Assets, Delaware River	2015-2016	Increase promotion and visitation
NYS Lottery	I Love NY and lottery	New promotion of vacation regions at State Fair and scratch offs	All	2015-2016	Promotion of the Sullivan Catskills through a lottery promotion packages.

NYC Media Night	I Love NY, Finn Partners, CATS, SCVA	Promote the Catskills local foods to media writer and concierges	All	Sept 9, 2015	Increase visibility of the CATS Region to food writers. Quality of Life
Heart-A-Thon	WSUL/WVOS	N/A	N/A	Sept. 3, 2015	
REAP Board Meeting	REAP	Agriculture	N/A	Sept. 2, 2015	N/A
Digital sign at 1500 Broadway	SCVA & partners	Update of the digital billboard to promote upcoming Fall season & events	Fall & events	August 27, 2015	Increased visibility to millions of travelers in the NY Metro area promoting SC Catskills



Program Employment Data

Program	Covered Period	# of People Who Found Employment	# of Businesses	Examples of Businesses
Workforce Innovation and Opportunity Act (WIOA) Adult, Dislocated Worker & Youth	4/28/16 – 5/22/16	9 people	7 businesses	Applestone Meat Company County of Sullivan J Hughson Excavating NYS Capital District DDSO ORMC Rolling V - 2 Skanska Burns

- ❖ In partnership with Sullivan ARC and other agencies we are sponsoring a Workforce Development Symposium on May 24. The full day event brings together representatives of 5 agencies that provide services to developmentally disabled individuals in Sullivan and Orange counties; workforce, education and economic development partners to discuss the challenges these agencies face in recruiting, hiring and retaining qualified workers and develop new ideas and strategies.
- ❖ Part of a group of county and community members who are working to address the health issues of Sullivan County. Formed by the Legislative Chair, the group had its first meeting on May 13. The group will be meeting bi-weekly moving forward.
- ❖ Planning is underway for the Summer Youth Employment programs. The program will provide six weeks (July 11 – August 19) of paid community based work experience to roughly 60 youth between the ages of 14 – 24. Youth work 26 hours per week and earn the minimum wage of \$9.00 per hour.
- ❖ The Sullivan Renaissance Youth Internship program began May 18 with a program orientation. Eighteen youth will have the opportunity to participate in 225 hours of paid work through August. Youth will be providing consistent staffing to various Renaissance projects throughout the county.
- ❖ Meeting Highlights:  
5/13 HV REDC workforce committee meeting  
5/18 & 25 Sullivan Renaissance orientations

## Unemployment Rates

Month	2016 Sullivan County	2015 Sullivan County	2016 Hudson Valley	2016 New York State	2016 United States
January	5.8	7.2	4.5	5.4	5.3
February	5.7	6.9	4.4	5.4	5.2
March	5.4	6.4	4.2	5.2	5.1
April					
May					
June					
July					
August					
September					
October					
November					
December					

# Labor Market Profile

## Nonfarm Employment

### SULLIVAN COUNTY

April 2016, March 2016, April 2015

Category	Apr 2016	Mar 2016	Apr 2015	Net Month	% Month	Net Year	% Year
<b>Total Nonfarm</b>	<b>24,700</b>	<b>24,100</b>	<b>24,700</b>	<b>600</b>	<b>2.5%</b>	<b>0</b>	<b>0.0%</b>
<b>Total Private</b>	<b>18,700</b>	<b>18,000</b>	<b>18,700</b>	<b>700</b>	<b>3.9%</b>	<b>0</b>	<b>0.0%</b>
<b>Goods-Producing</b>	<b>2,400</b>	<b>2,200</b>	<b>2,200</b>	<b>200</b>	<b>9.1%</b>	<b>200</b>	<b>9.1%</b>
<b>Natural Resources, Mining and Construction</b>	<b>900</b>	<b>700</b>	<b>800</b>	<b>200</b>	<b>28.6%</b>	<b>100</b>	<b>12.5%</b>
<b>Manufacturing</b>	<b>1,500</b>	<b>1,500</b>	<b>1,400</b>	<b>0</b>	<b>0.0%</b>	<b>100</b>	<b>7.1%</b>
<b>Service-Providing</b>	<b>22,300</b>	<b>21,900</b>	<b>22,600</b>	<b>400</b>	<b>1.8%</b>	<b>-300</b>	<b>-1.3%</b>
<b>Private Service-Providing</b>	<b>16,300</b>	<b>15,800</b>	<b>16,600</b>	<b>500</b>	<b>3.2%</b>	<b>-300</b>	<b>-1.8%</b>
<b>Trade, Transportation and Utilities</b>	<b>4,100</b>	<b>4,100</b>	<b>4,200</b>	<b>0</b>	<b>0.0%</b>	<b>-100</b>	<b>-2.4%</b>
<b>Information</b>	<b>200</b>	<b>200</b>	<b>200</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
<b>Financial Activities</b>	<b>800</b>	<b>800</b>	<b>900</b>	<b>0</b>	<b>0.0%</b>	<b>-100</b>	<b>-11.1%</b>
<b>Professional and Business Services</b>	<b>1,600</b>	<b>1,500</b>	<b>1,500</b>	<b>100</b>	<b>6.7%</b>	<b>100</b>	<b>6.7%</b>
<b>Education and Health Services</b>	<b>6,200</b>	<b>6,000</b>	<b>6,300</b>	<b>200</b>	<b>3.3%</b>	<b>-100</b>	<b>-1.6%</b>
<b>Leisure and Hospitality</b>	<b>2,100</b>	<b>1,900</b>	<b>2,200</b>	<b>200</b>	<b>10.5%</b>	<b>-100</b>	<b>-4.5%</b>
<b>Other Services</b>	<b>1,300</b>	<b>1,300</b>	<b>1,300</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0.0%</b>
<b>Government</b>	<b>6,000</b>	<b>6,100</b>	<b>6,000</b>	<b>-100</b>	<b>-1.6%</b>	<b>0</b>	<b>0.0%</b>

# Sullivan County Division of Planning and Environmental Management [DPEM]

## Projects & Status

May 24, 2016

### Highlights

- Small Business Assistance
  - Revolving Loan Fund Advisory Committee welcomed two new members.
  - Completed loan for the Western Hotel project in Callicoon. Support letter assisted project in obtaining additional funding from Dime Banking on Business program.
  - Moxie Alley, a new boutique in Livingston Manor, opening Memorial Day with MAP support.
  - New window installed at Dhani's Curry Melt in Liberty with CDBG MAP support.
  - Other approved MAP support will go to Fish&Bicycle and Natural Contents Kitchen in Narrowsburg; Catskill Pizza Garden in Livingston Manor; VIP Crossfit in Liberty; and the Stickett Inn in Barryville.
  - Met with Community Capital, a Hudson Valley revolving loan fund which is able to support projects that do not meet the agriculture and Main Street criteria of the County program. Community Capital also provides a variety of technical assistance, and will assist the SC Microenterprise program with training and Spanish language outreach.
  - Next entrepreneurial training class being planned for the fall.
  - RFP being drafted to seek contractual help in processing and monitoring loans.
- New Initiatives:
  - Land bank application in process. Press release issued seeking volunteers for the Board from the private sector. Letters of support being actively sought.
  - Participated in initial meeting for Engaged Cornell summer project, which will bring a team of students to the County for the summer to conduct an intergenerational planning project.
  - DPEM initiated internal process to improve project tracking and reporting, revise and address division goals.
- CFAs
  - Promoting CFA workshops through Division newsletter. SC event planned for June 2<sup>nd</sup>.
- Agriculture:
  - Applications to include land in the County's Ag Districts encompassed both existing ag enterprises and several new initiatives. A public hearing is set for June.
  - New Agricultural Business Coordinator Position at CCE started work. Position benchmarks drafted and will be reviewed with the Ag Taskforce on June 21.

- Taking action to withdraw from the CDBG grant for maple syrup expansion at Marantha Farm due to lack of project progress by the sub-recipient.
- Revolving Loan programs promoted at Farm funding workshop held on May 9<sup>th</sup>.
- Plans & Progress Small Grant Program:
  - Program fully launched and ten initial applications received; one deemed ineligible. Committee review scheduled for May 25<sup>th</sup>.
- Technical Assistance:
  - Assistance with Lumberland Comprehensive Plan continues; public workshop being planned for June.
  - Assisting the Village of Monticello with application for the NYS Downtown Revitalization Initiative.
  - Assisting town of Bethel in grant review for 17B corridor program.
  - Collaborating with Sullivan Renaissance on developing materials and a workshop for the Bethel Planning Board on improving landscape design and site plan review outcomes.
  - Completed planting plan and site layout for Callicoon Center Veterans memorial, in partnership with Sullivan Renaissance and Town of Callicoon.
  - Assisting the Town of Thompson with development of a planting plan for a section of the Route 42 Corridor.
  - Launched a Broadway Monticello Business Improvement grant program, in partnership with the Village and Sullivan Renaissance, to utilize \$5,000 in remaining Main Street grant funds.
  - Providing assistance to Monticello sign committee on updating its sign code for easier use.
  - Planning mobile workshop for 2017 American Planning Association national conference in New York City.

## I. Grants

### Applications Submitted & Pending

- Applications not funded: US EPA Brownfields Assessment grant program, and two applications to NYS purchased of development rights program for SC farms.
- Application pending with USDA RDBG program for funding a Monticello-Thompson gateway corridor study.
- Applications in process for CSA.

**Grants - Projects**

Project Name	Description	Sponsoring Agency/\$	Lead	Current Status	Next Steps	Notes/Issues
Farmers Market Promotion	Two year project to develop and implement marketing plan for SC farmers markets & improve WIC/SNAP utilization.	USDA	JW/MM	<ul style="list-style-type: none"> <li>Project in process. Farmers market logo nearly complete..</li> </ul>	<ul style="list-style-type: none"> <li>Surveys of market vendors and customers.</li> </ul>	
Franklin Farms yogurt project	\$100k to assist start up in Bethel	NYS HCR CDBG Small Business (2014 award)	JW/MM	<ul style="list-style-type: none"> <li>Ongoing administrative work prior to approval for project construction.</li> </ul>		<ul style="list-style-type: none"> <li>NYS PDR application denied; will ne adapted for submission to another program</li> </ul>
RBEG – Dairy Processing	Dairy Processing Equipment Lease	USDA-RD	JW/MM			
Maranantha Maple	\$50k to assist expansion in Neversink	NYS HCR CDBG Small Business (2014 award)	JW/MM	<ul style="list-style-type: none"> <li>Issued letter to Marantha cancelling project due to lack of progress. Need to finalize NYS withdrawal.</li> </ul>		
Highland River Access	\$35k to fund final design and engineering	NYS DOS LWRP program (2014 award)	HJ	<ul style="list-style-type: none"> <li>Consultant applications due 5/27.</li> </ul>		
RBEG Small Business Development	Microenterprise Loan Program	USDA (2014 award)	JW	<ul style="list-style-type: none"> <li>Project completed and closeout in process. Working with several recipients of loans through this program on potential grants through CDGB microenterprise below.</li> </ul>		
CDBG Small Business Development	Microenterprise Grant Program	NYS HCR CDBG (2015 award)	JW	<ul style="list-style-type: none"> <li>See highlights section above, under small business assistance.</li> </ul>		
Monticello: NY Main Streets Technical Assistance	Regranting program to fund design work on Main Street improvements	NYS HCR, with Sullivan Renaissance	JW	<ul style="list-style-type: none"> <li>Completing project with local grant program to utilize remaining \$5,000.</li> <li>Will prepare resubmittal to CFA.</li> </ul>		

## II. Studies, Plans & Reports

Project Name	Sponsoring Agency/\$	Lead	Current Status	Next Steps
LWRP	NYS DOS	HJ	<ul style="list-style-type: none"> <li>Document completed. Drawdowns for NYS reimbursement completed.</li> </ul>	<ul style="list-style-type: none"> <li>SEQRA for County adoption.</li> <li>Distribution and presentations to legislature and relevant SC municipalities.</li> </ul>
LWRP River Access	NYS DOS	HJ	<ul style="list-style-type: none"> <li>Interim resolution achieved on Long Eddy access. Delaware Highlands Conservancy completed acquisition of access site.</li> </ul>	<ul style="list-style-type: none"> <li>Voucher in process to fulfill SC funding commitment to support DHC carrying of property until turn over to NYS DEC.</li> </ul>
	NYS DOS	HJ	<ul style="list-style-type: none"> <li>Signs in production. Approval on River mileage and names from NPS.</li> </ul>	<ul style="list-style-type: none"> <li>Installation to be done DOT this summer.</li> <li>SCDPEM to complete drawdown.</li> </ul>

## III. Committees/Task Forces/Boards

Name	Lead	Next Mtg Date	Notes/Issues/Activity
Revolving Loan Fund Advisory Committee	JW	tbd	<ul style="list-style-type: none"> <li>Reviewed new loan and MAP grant applications</li> </ul>
Trails Committee	HJ	6/14	<ul style="list-style-type: none"> <li>Group met on Fallsburg trail; identified trail conditions which Town has committed to correct.</li> </ul>
Broadband & Connectivity Working Group	FE/JW	TBD	<ul style="list-style-type: none"> <li>Follow up to NYS Broadband program office</li> <li>GIS mapping of approximately 1700 survey responses</li> </ul>
Emerald Corporate Center Board	FE/JW	TBD	<ul style="list-style-type: none"> <li>Preparing RFP for concept site design services for remaining ECCEDB-owned property.</li> </ul>
Ag and Farmland Protection Board	MM	TBD	<ul style="list-style-type: none"> <li>See bullets on ag in the highlights section</li> </ul>
Ag Plan Implementation Task Force	MM	6/21	
Sullivan – Wawarsing REAP Corp	JW	August	<ul style="list-style-type: none"> <li>Board reviewing membership list.</li> </ul>
MHREDC	FE	Ongoing	<ul style="list-style-type: none"> <li>Sullivan Count CFA workshop scheduled for June 2<sup>nd</sup>.</li> </ul>
Airport Commission	FE	5/31	
Transportation Subcommittee, Long Term Care Council	FE	TBD	DPEM long term role in Transportation Plan tbd
Trailkeeper	HJ	TBD	<ul style="list-style-type: none"> <li>Website update in beta testing; to be launched in June.</li> <li>Brochure distributed at SCVA literature exchange.</li> </ul>

Common Waters	HJ		William Penn planning three-year window of activities in the Delaware Program rollout completed. Follow up work needed to
National Geographic Stewardship Council	HJ	TBD	
Upper Delaware Scenic Byway	HJ		<ul style="list-style-type: none"> <li>• Byway group conducting inventory of public art along the corridor, implementing LWRP strategy.</li> <li>• Cloth bags printed for distribution to paddlers on 100 mile paddle NPS.</li> <li>• Route 28, which recently received scenic byway designation, reached out to coordinate activities.</li> </ul>



**IV. GML 239 Referrals for May 2016**

V.

For the Period 4/22/2016 to 5/23/2016

Dt Rec	Dt Request	Project Name	Action Type	Referral ID #	Referral #	Legislator
5/23/2016	6/7/2016	Proposed Local Law	Adoption/Amendment of Zoning Text	DEL16-04	16-0069	Terri Ward
5/23/2016	6/10/2016	Kenzo Inn	Special Use Permit	DEL16-05	16-0070	Terri Ward
5/20/2016	6/16/2016	Gleeber Single-Family Home	Site Plan Review	TUS16-04	16-0068	Scott B. Samuelson
5/20/2016	6/16/2016	The Laundrette	Special Use Permit	TUS16-03	16-0067	Scott B. Samuelson
5/19/2016	6/13/2016	Local Law No. 1 of 2016	Adoption/Amendment of Zoning Text	TUS16-02	16-0066	Scott B. Samuelson
5/16/2016	6/6/2016	Skelly's Towing & Recovery	Special Use Permit	US16-07	16-0065	Luis Alvarez
5/16/2016	6/2/2016	Local Law No. 1 of 2016	Adoption/Amendment of Zoning Text	DEL16-03	16-0064	Terri Ward
5/16/2016	6/2/2016	Salt & Pepper	Area Variance	MON16-06	16-0063	Alan Sorensen
5/16/2016	5/25/2016	Horse Stable	Area Variance	ROC16-03	16-0062	Mark McCarthy
5/11/2016	5/27/2016	Dollar General	Subdivision Review	ROC16-02	16-0061	Mark McCarthy
5/5/2016	5/22/2016	Rachves II	Other	FAL16-010	16-0060	Joseph Perrello
5/2/2016	5/23/2016	Assisted Living Facility	Site Plan Review	MON16-05	16-0058	Ira Steingart
5/2/2016	6/1/2016	Watercraft Launching & Landing Site	Special Use Permit	HIC16-06	16-0059	Nadra Rajsz
4/26/2016	5/10/2016	Lake View Estates	Area Variance	THO16-013	16-0053	Ira Steingart
4/25/2016	4/26/2016	Las Papayas, Inc.	Site Plan Review	MON16-04	16-0045	Alan Sorensen
4/25/2016	5/11/2016	Congregation Khal Adath Krasna	Site Plan Review	THO16-015	16-0055	Ira Steingart
4/25/2016	5/11/2016	5 Star Development LLC	Site Plan Review	THO16-014	16-0054	Alan Sorensen
4/25/2016	5/10/2016	Concord Fairways, LLC	Area Variance	THO16-012	16-0052	Ira Steingart
4/25/2016	5/10/2016	Geup Estates	Area Variance	THO16-011	16-0051	Ira Steingart
4/25/2016	5/9/2016	Storage Building	Area Variance	THO16-010	16-0050	Alan Sorensen

Grand Totals: 8 Municipalities      20 Referrals

**ACTIVITY REPORT – MAY 2016**  
**COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY**

May 26, 2016

At its May 9<sup>th</sup> regular meeting, the IDA Board heard a presentation from Andrew Arias of Cooper Arias LLP regarding the 2015 internal audits of the IDA and the Sullivan County Funding Corporation. He explained how his firm reviewed IDA and SCFC project documents, described how they tested for compliance with various laws and contracts, and summarized for the Board the key findings of both audits.

Also at the May 9<sup>th</sup> meeting, the Board discussed a proposed new tax abatement program to benefit businesses in the arts industry. All taxing jurisdictions have been notified of the proposed program, and have been invited to comment. We anticipate that the Board will approve the new program at its June 13<sup>th</sup> meeting.

On May 9<sup>th</sup> The Sullivan County Infrastructure Local Development Corporation held its organizational meeting. This entity will facilitate the issuance of bonds to finance the infrastructure for the Adelaar project. As a public authority, TSCILDC must comply with New York State Public Authorities Law and the Public Authorities Accountability Act of 2005. The startup organization and administration of TSCILDC, including ensuring that the entity and its members comply with all applicable laws and policies, has been a major focus of staff time and effort this month.

This month the IDA closed on a new loan with Salt and Pepper the Kitchen, a Monticello restaurant, to help finance their expansion project. Staff has also been working with the owners of a startup café on their loan application, and we expect the Board to vote on this application in June.

Julio Garaicoechea, IDA Project Manager, attended the New York State Economic Development Council's Annual Meeting in Cooperstown in late May. This year's theme was "Collaborating for Success" and programming emphasized peer-to-peer learning to address challenges faced by economic development professionals.

Jen Flad  
IDA



## Report to Legislature May 2016

### A. General Operations

#### 1) **Activities**

- Heading into the heart of the construction season activity, at our two largest project sites is in full swing. Construction jobs for the foreseeable future will continue to be on the rise given the projects yet to break ground. The jail project along with some mid market hotel chains slated for development will surely keep that momentum going. Expect to see marked increases in sales tax numbers coupled with decreases in unemployment as a result.
- We mentioned small boutique hotels are beginning to trickle in and now mid market franchises are moving ahead with approximately 300 additional rooms slated for development not associated directly with the casino development. Two projects are located on the outskirts of the village and the other in the Town of Bethel.
- There are several housing developers looking to locate projects in the area. It is very preliminary however, but there is a keen understanding that workforce housing will quickly be a demand issue once hiring for our larger developments begins to occur.
- Unemployment continues to fall year to year at approximately 1% year to year.

### Unemployment Rate

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Ann Avg
2016	5.8%	5.7%	5.4%	5.0%									
2015	7.2%	7.0%	6.4%	5.9%	5.6%	5.3%	5.3%	4.8%	5.3%	5.0%	5.1%	5.2%	5.6%
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%

- 2) **Internal/External Marketing** – the Sullivan United Team is in the process of formulating its mid-summer networking mixer. This year the focus will be on attracting outside interest to show case the construction, the various hot spots in the county as well as areas of potential investment opportunity in order to maximize future investment. TBD

- 3) **Meetings:** New York State Economic Development Council, SEQRA Conference, Hudson Valley Economic development Corporation, Workforce Summit, WIB.

**B. Project Updates**

**a. Corporate Attraction**

- The Manufacturing project as reported last month is near closing. All issues regarding power, funding gaps etc., have been resolved. A statutory waiting period relative to IDA requirements is all that remains. Expect a formal announcement soon.
- A manufacturing firm is looking to relocate from New York City and ultimately construct a 40,000 sqft production facility is completing its due diligence at this time. The principals of the firm are considering several sites and weighing variables such as, location, cost, time to secure approvals, as well as other factors. Update: due to a busy jobs schedule the firm will reengage toward the end of summer but is definitively going to move forward according to the managing principal.

**b. Small Business/Entrepreneurial Development**

- We have received an application, businesses plan and supporting documentation for Fish & Bicycle a small business being developed in Narrowsburg. The application has been approved and will close in the coming weeks.
- We have approved funding for the Western Hotel application. We are working through some closing issues at this time.
- IWW funds available \$77,339. There are currently 7 loans within this program:
- SI funds available \$67,049. There are currently 4 loans with this program:
- Seven loans have been fully paid in FY 2015.

**c. Business Expansion**

- A local business group is looking to expand into a new venture in the metal fabrication sector. The project will repurpose an existing facility and create manufacturing jobs in a growing metal fabrication industry sector.
- A local long time producer of organic poultry products is seeking to expand their business and update equipment for efficiency purposes. We are working directly with Empire State Development to assist and help facilitate this project. We have met with the Hudson Valley Agribusiness Development Agency as well as ESD on March 17 to discuss next steps. The company is looking to modernize its facility, which can include relocation and new construction totaling approximately \$20 million and the retention of over 300 jobs. Ongoing.

d. **Shovel Ready Sites**

- We have been working with the Supervisor of the Town of Liberty and the Mayor of the Village, to assist in the development of shovel ready sites along the Old Route 17 corridor. A meeting with several supervisors looking to work together to better their chances in securing CFA funding, the Town of Thompson Supervisor expressed interest in joining the aforementioned effort as Thompson abuts the Town of Liberty along the Route 17 corridor, and has already zoned sites there as IC.

- e. **Membership Education** – the 3rd Annual SEQRA conference was held on May 10 from 5:30 to 9:00 at the Sullivan in Rock Hill. Nearly 100 attendees participated as this year the topics were more focused and concentrated on key development areas we anticipate will be more prevalent as the economy continues to grow.