



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

**SULLIVAN COUNTY LEGISLATURE**  
**Community and Economic Development Committee**  
*October 6, 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:**

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

**PUBLIC COMMENTS:**



## Report to Legislature – October 2016

### A. General Operations

#### 1) **Activities**

- An NJ developer will be visiting Sullivan County, interested in working with Private Flight our Sullivan County FBO to potentially construct a hangar(s) and service aircraft, while exploring shuttle flight service from various locations. Private Flight continues to seek potential investment in to the airport as the asset becomes more interesting due to our two signature projects here.
- The Partnership 22<sup>nd</sup> Annual Meeting and Celebration will be held on tonight October 6 from 5:30 to 8:00 at the Ramada Inn at the Sullivan in Rock Hill. A significant response has been attained so the evening should be a great networking event and a showcase for some of the past years development activity. The energy is always positive and uplifting.
- Unemployment continues to fall year to year. While I report this each month, the trend is significant. However, while the trend is positive we still have some work to do to increase overall employment numbers at least equal to pre 2008 recessionary figures. The casino and spa will turn that around immediately once opened. In addition real estate sales have shown a dramatic increase year to year with median selling prices increasing nearly 25% for the month of August. Note August of 2015 to August of 2016.

### 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%	4.3%	4.2%	4.2%	4.1					4.3%
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) **Local Investment** – this construction season has revealed a very positive dynamic for the county. Organic local investment has taken place throughout the county, underscoring investor confidence in our market. From the Western in Callicoon, to Jefferson Street in Monticello and other parts of the county the local investment is beginning to make a visual impact on main thoroughfares. Larger developers are taking notice.

- 3) **Greek Festival** – we met with the group that hosts the Greek festival for the past two summers. The event is growing each year with approximately 3,000 attendees this year despite rain. A significant number are from NYC and travel here specifically for the event. They are now looking to purchase a permanent location with existing rooms and land for further development. Several sites are being considered at this time.
- 4) We met with a developer seeking to create workforce housing to serve casino employees as well as the spa and future employers. The group owns several sites within several miles of the Montreign site, and is conducting their due diligence to determine final number of units, costs, price point and other issues before formally making application.
- 5) The Town of Liberty has formally expressed interest in pursuing the creation of an IC shovel ready corridor in order to attract investment and jobs to the Town. We are working with their Town engineers to present funding sources and appropriate action plan.
- 6) **Meetings:** New York State Economic Development Council, Liberty Town Board, CCA, Hudson Valley Economic Development Corporation, East Broadway Development Corridor Task Force.

## **B. Project Updates**

### **a. Corporate Attraction**

- See Activities above.

### **b. Small Business/Entrepreneurial Development**

- We will be assisting a local small business with a heavy equipment purchase need to expand operations in his business. The firm is located in Jeffersonville. Ongoing.
- Chris Lockwood from our office is working with SC Planning to once again put on entrepreneurial training program this fall.

### **c. Business Expansion**

We have met with principals of Formaggio cheese with assistance from Empire State Development Corporation. The company has enjoyed recent expansion of existing offerings and the successful introduction of new products in to the market place. They will be seeking to expand their facility to handle increase demand and will need an additional 40+ employees. We are working with them either as a potential CFA application or a time sensitive ESD project at this time. **Ongoing**

We ship Express will be moving forward with plans to expand its specialty products distribution facility. The firm has outgrown its current building and will seek to add on to the existing 33,000sq. ft structure. Number of net new employees and cost of

the expansion has not yet been determined as the project is in its preliminary stages. *Ongoing*

**d. Shovel Ready Sites**

- We met with the Town of Liberty to discuss next steps in our continued effort to analyze and move forward shovel ready sites along the Old Route 17 corridor. The feasibility phase is essential to laying the foundation for further funding of anticipated approvals costs and infrastructure needs. Several funding sources were discussed. We are investigating the viability of those sources at this time. Update: The Town has formally decided to pursue this strategy as a strategic priority for 2017.

- e. Membership Education** – we will be planning the 4<sup>th</sup> annual SEQRA conference immediately after our annual meeting. Look for a mid January date for the event. This year's conference will look to review more in depth development issues regarding the process and specific mandated reviews.

# SEPTEMBER 2016

## SULLIVAN CATSKILLS

### HIGHLIGHTS

- **2017 TRAVEL GUIDE:** Preparations are underway for the 2017 guide as profiles have been sent out to businesses and event organizers throughout the Sullivan Catskills.
- **I LOVE NY PROMOTION:** I Love NY continues to promote the Catskill Region and Sullivan Catskills. Besides Thrillist and the 48 hour escapes to the Catskills, I Love NY is working with the team of Beautiful Destinations, a highly followed destination site that promotes areas through photos and videos. Their team will be in the Catskills and Sullivan Catskills mid-October to photograph our assets to include in the promotional piece.
- **SPECIAL OLYMPICS NY STATE:** The first meeting for the 2017 Special Olympics was held this month. The Sullivan Catskills is part of the venues with downhill skiing and cross country events at Holiday Mountain in February.
- **SULLIVAN CATSKILLS HOSTING NYSTIA ANNUAL MEETING:** The annual membership meeting of the New York State Tourism Industry Association will be held at the Villa Roma on October 20-21, 2016. Approximately 80 tourism professionals from across NYS will have the opportunity to partake in a tour of the Bethel Woods Center for the Arts and Museum and enjoy some of our outstanding craft beverages at a reception.
- **PUBLIC RELATIONS:** Working with The Door and I Love NY PR firms, stories have been generated in publications regionally and nationally. Smarter Travel, Travel & Leisure, Time Out, and AM New York to name a few. The total reach to date: Circulations; 2,101,611, Unique Monthly Visitors; 99,974,603, Total Media Impressions; 102,076,214, Total PR earned value; \$2,041,524. For example the Travel & Leisure piece had over 75,000 views and Time Out NY which just started had over 38,000 views and 508 shares

from their site. Plans for the Fall promotion and winter packages pitch have begun.

- **ESCAPE MANHATTAN:** Expanding SCVA's reach, we are planning to attend an Edible Manhattan event in October working with the CATS Region.
- **FAM TOUR:** SCVA hosted a Familiarization Tour co-sponsored Alon Marketing and I Love NY International of six Chinese tour and group representatives. The group consisted of individual and group companies seeking to expand their product offerings in Upstate NY to a growing Chinese traveler market. SCVA worked with the Ramada at the Sullivan for a one night stay, Montreign Casino Resort for a tour of the casino, waterpark and golf course development, a guided tour of the Bethel Woods Center and Museum, and the Catskill Fly Fishing Center and Museum. A thank you to our Sullivan Catskills host partners who impressed our Chinese guests with hospitality and overview of our entire Sullivan Catskill assets.
- **CATSKILL FILM COMMISSION:** SCVA, working with its partners are securing filming of two movie projects taking place in the Sullivan Catskills. SCVA has been busy with the first film starting mid-October through mid-November happening in Liberty and the County. SCVA has compiled a list of locations for the production crew to work with.
- **TOURISM INDUSTRY COALITION:** TIC is a statewide organization of tourism organizations working with the tourism industry on issues that affect the industry. TIC is preparing the tourism issues for 2017 that will include Air B&B regulations, completion of the film tax incentives and labor issues.
- **ANNUAL DINNER AND HOLIDAY PARTY:** Save the Date on December 1<sup>st</sup> at Mr. Willy's Restaurant.

Program Employment Data

Program	Covered Period	# of People Who Found Employment	# of Businesses	
Workforce Innovation and Opportunity Act (WIOA) Adult, Dislocated Worker & Youth	8/24/16 – 9/25/16	50 people	38 businesses	Achieve Nursing & Rehab Alert Security Arrowhead Construction Atlas Security Better Service Inc. County of Sullivan County, New York Crystal Run Healthcare Deb El Foods Ideal Snacks Independent Home Care Jim’s Automotive MB Foods Middletown School District Orange Regional Med Center Rolling V Bus SUNY Sullivan County Vision World Wellness Home Care

- ❖ The 6<sup>th</sup> annual Leadership Summit will be held Tuesday, October 18 at Bethel Woods Events gallery from 8:00 a.m. until 5:00 p.m. The theme of the summit is *Creative Engagement for Healthy Communities*. The Summit will bring together a broad spectrum of civic, business, and nonprofit leaders to discuss the region’s challenges and to identify new opportunities for improving health, individual well-being, and quality of life in our communities. The fee to attend the summit is \$45.
- ❖ Developing a work/life readiness program initially for the Direct Entry project with Local 17 and the college. The program will be 72 hours and will cover basic skills, work ethic, learning styles, job search and interviewing, basic computers and financial literacy.

- ❖ Applied for a NYSDOL grant to develop a regional sector partnership for the hospitality/ tourism industries and create career pathways that will meet employer needs and clarify for individual possible career tracks and required trainings. This project is being done in partnership with SUNY Sullivan. Awards should be announced the week of October 3<sup>rd</sup>. If awarded the grant runs through June 30 2017.
- ❖ The WIOA Final Rules were issued on June 30. Work continues on updating policies, procedures and partnerships. Impact of changes will be discussed in future meetings.
- ❖ Part of a regional workforce consortium for two federal USDOL grants. One is a Ready to Work grant and one is a TechHire grant. Westchester is the lead agency. Goal is to train long term unemployed individuals for jobs in the health care, advanced manufacturing and information technology sectors. Will be contracting with Westchester for grant funds to offset staff salaries for implementation in Sullivan County. Grant runs through mid-year 2018.
- ❖ Meeting Highlights:
  - 9/8 – County wide mentoring meeting
  - 9/13 – WD Board meeting
  - 9/19 - Attended Dialogue for Change meeting
  - 9/21 – Academy of Finance Board meeting

*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	5.0	5.7	4.0	4.6	4.7
May	4.3	5.6	3.8	4.2	4.5
June	4.2	5.3	4.0	4.5	5.1
July	4.2	5.1	4.3	5.0	5.1
August	4.1	4.7	4.1	4.9	5.0
September					
October					
November					
December					



# Labor Market Profile

## Resident Civilian Labor Force and Nonfarm Employment

### SULLIVAN COUNTY

August 2016, July 2016, August 2015

Category	Aug 2016	Jul 2016	Aug 2015	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	35,600	35,800	35,700	-200	-0.6%	-100	-0.3%
Employed	34,100	34,300	34,100	-200	-0.6%	0	0.0%
Unemployed	1,500	1,500	1,700	0	0.0%	-200	-11.8%
<b>Sullivan County Unemployment Rate</b>	<b>4.1%</b>	<b>4.2%</b>	<b>4.7%</b>	<b>-0.1</b>		<b>-0.6</b>	
NYS Unemployment Rate	4.9%	5.0%	5.0%	-0.1		-0.1	
US Unemployment Rate	5.0%	5.1%	5.2%	-0.1		-0.2	
<b>Total Nonfarm</b>	<b>27,600</b>	<b>27,700</b>	<b>27,400</b>	<b>-100</b>	<b>-0.4%</b>	<b>200</b>	<b>0.7%</b>
<b>Total Private</b>	<b>21,700</b>	<b>21,900</b>	<b>21,500</b>	<b>-200</b>	<b>-0.9%</b>	<b>200</b>	<b>0.9%</b>
<b>Goods-Producing</b>	<b>2,800</b>	<b>2,800</b>	<b>2,300</b>	<b>0</b>	<b>0.0%</b>	<b>500</b>	<b>21.7%</b>
Natural Resources, Mining and Construction	1,300	1,300	900	0	0.0%	400	44.4%
Manufacturing	1,500	1,500	1,400	0	0.0%	100	7.1%
<b>Service-Providing</b>	<b>24,800</b>	<b>24,900</b>	<b>25,100</b>	<b>-100</b>	<b>-0.4%</b>	<b>-300</b>	<b>-1.2%</b>
Private Service-Providing	18,900	19,100	19,200	-200	-1.0%	-300	-1.6%
Trade, Transportation and Utilities	4,500	4,500	4,600	0	0.0%	-100	-2.2%
Information	200	200	200	0	0.0%	0	0.0%
Financial Activities	900	900	1,100	0	0.0%	-200	-18.2%
Professional and Business Services	1,600	1,600	1,500	0	0.0%	100	6.7%
Education and Health Services	6,300	6,200	6,400	100	1.6%	-100	-1.6%
Leisure and Hospitality	3,800	4,100	3,800	-300	-7.3%	0	0.0%
Other Services	1,600	1,600	1,600	0	0.0%	0	0.0%
<b>Government</b>	<b>5,900</b>	<b>5,800</b>	<b>5,900</b>	<b>100</b>	<b>1.7%</b>	<b>0</b>	<b>0.0%</b>

**COUNTIES RANKED BY UNEMPLOYMENT RATE  
AUGUST 2016**

<b>RANK</b>	<b>COUNTY</b>	<b>RATE</b>	<b>RANK</b>	<b>COUNTY</b>	<b>RATE</b>
1	Hamilton County	2.9	32	Cayuga County	4.5
2	Columbia County	3.3	32	Tioga County	4.5
3	Saratoga County	3.5	32	Wayne County	4.5
4	Ontario County	3.7	35	Cortland County	4.6
4	Tompkins County	3.7	35	Erie County	4.6
6	Genesee County	3.8	35	Madison County	4.6
6	Washington County	3.8	35	Monroe County	4.6
6	Yates County	3.8	35	Schuyler County	4.6
9	Nassau County	3.9	40	Schoharie County	4.7
9	Putnam County	3.9	41	Allegany County	4.9
9	Seneca County	3.9	41	Delaware County	4.9
12	Albany County	4.0	41	Franklin County	4.9
12	Dutchess County	4.0	41	New York County	4.9
14	Essex County	4.1	45	Broome County	5.0
14	Rockland County	4.1	45	Queens County	5.0
14	Sullivan County	4.1	47	Chautauqua County	5.1
14	Warren County	4.1	47	Clinton County	5.1
14	Wyoming County	4.1	47	Jefferson County	5.1
19	Livingston County	4.2	47	Steuben County	5.1
19	Onondaga County	4.2	51	Cattaraugus County	5.2
19	Orange County	4.2	51	Chemung County	5.2
19	Rensselaer County	4.2	51	Fulton County	5.2
19	Schenectady County	4.2	51	Montgomery County	5.2
19	Westchester County	4.2	51	Niagara County	5.2
25	Oneida County	4.3	51	Orleans County	5.2
25	Otsego County	4.3	57	Lewis County	5.4
25	Suffolk County	4.3	58	Oswego County	5.7
25	Ulster County	4.3	58	St. Lawrence County	5.7
29	Chenango County	4.4	60	Kings County	5.9
29	Greene County	4.4	61	Richmond County	6.0
29	Herkimer County	4.4	62	Bronx County	7.8

**ACTIVITY REPORT -SEPTEMBER 2016**  
**COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY, SULLIVAN COUNTY**  
**FUNDING CORPORATION, THE SULLIVAN COUNTY INFRASTRUCTURE LOCAL**  
**DEVELOPMENT CORPORATION**

September 29<sup>th</sup>, 2016

At its September 12<sup>th</sup> meeting, the IDA Board authorized the regular quarterly payment to the Sullivan County Partnership for Economic Development. The Board also received an update from the Veria Wellness Center project, where construction is underway. Veria requested and the Board approved an extension of the Company's sales tax abatement period through March 31, 2017, in accordance with the project documents. Finally, the Board approved financing documents for the development of the Catskill Hospitality Holding, LLC/ Catskill Hospitality Operating LLC Project. This project will result in the construction of a new hotel off Route 42 in the Town of Thompson.

During September, the IDA's CEO and staff met with representatives from Catskill Brewery, the ultimate recipient of a USDA Rural Business Development Grant that has been awarded to the IDA for fiscal year 2016. The IDA will use RBDG funds to purchase equipment which will be leased to Catskill Brewery as part of their expansion project. Staff and the Company are working to finalize the details of the project scope and equipment needs, and to meet all USDA administrative requirements. We expect to begin ordering equipment in the coming weeks.

Also during September, the IDA's equipment leases with Roscoe Beer Company, Catskill Distilling Company, and Prohibition Distillery became effective. These three equipment leases are the result of three USDA Rural Business Development Grants awarded to the IDA in 2015. All equipment has been delivered and installed at these three businesses, to facilitate their expansion projects. Staff has spent considerable time this month compiling all required documents to request reimbursement of funds from USDA and we expect to close out these grants by the end of 2016.

This month staff prepared for USDA's annual review visit and audit of the IDA's Rural Microentrepreneur Assistance Program (RMAP). Since the program began in 2011, the IDA has made RMAP loans to ten local businesses, and the continued administration of these loans is a priority for staff. We expect our USDA representative to visit during October to review the loan files.

In accordance with State law, IDA staff has begun to request annual employment information from PILOT projects. During the fourth quarter, PILOT calculations and billing will be a major focus of staff time.

With respect to The Sullivan County Infrastructure Local Development Corporation, staff has been working with a consultant to develop the website for the entity. Because TSCILDC is a public authority, its website must make publicly available various documents in accordance with State law. We expect the website to go live during November.

Jen Flad and Julio Garaicoechea