



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

SULLIVAN COUNTY LEGISLATURE
Community and Economic Development Committee
March 2, 2017
11:00 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:

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

PUBLIC COMMENTS:

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	2/1/17 – 2/22/17	17 people	15 businesses	A. Alport & Sons Inc. Achieve Rehab & Nursing ADP Total Source Crystal Run Healthcare Elant at Goshen Inc. Independent Home Care Middletown School District New Hope Community Orange Regional Medical RA Mickelson & Son Verona Oil

- The Sullivan County Job Fair is set for March 29 at the Ted Stroeble Center from 10:00 am – 2:00 pm. More Information to follow.
- Hospitality Sector Partnership grant update: project leadership team conference call held February 8 to review plan, goals and timeline for completion. First regional focus groups were held February 22 in Newburgh. This brought together regional businesses, workforce and education partners to provide input on development of career pathways template and begin putting some structure to goal of a Regional Hospitality Skills Alliance.
- Meetings continue with college, BOCES and Montreign reviewing created programs and clarifying skills most needed by Montreign for entry level workers. BOCES is working with Montreign to develop short term training in guest services, basic math, basic computer skills and understanding technologies. The college and BOCES have begun meeting to develop a structure for providing the necessary training and education programs in a complementary manner.
- Work continues on implementation of new legislation, Workforce Innovation and Opportunities Act (WIOA). Policies and structural changes are under development. Work is being done currently on the creation of a One Stop Operator and a Memorandum of Understanding (MOU) between the Workforce Development Board and the workforce system partners.

Meeting/Events Highlights:

- 2/3 - Monticello Academy of Finance Board Meeting
- 2/8 - Healthy Sullivan Meeting
- 2/13 - Workforce Development Board Quarterly 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	4.7	5.0	4.3	5.1	4.8
October	4.7	4.8	4.2	5.0	4.7
November	4.7	5.0	4.0	4.7	4.4
December	4.9	5.1	4.5	4.5	4.5

Veterans Temporary Hiring Program

<https://www.cs.ny.gov/vetportal/>

The Veterans Temporary Hiring Program was established in accordance with the Veterans Employment Act. Through this Act, it is the policy of the State to prioritize honorably discharged veterans for temporary appointments in state agencies. When a State agency has a temporary-hourly position that needs to be filled, it is required to search and appropriately canvass qualified jobseekers from the Veterans Temporary Hiring Program Portal as part of their recruitment effort.

The Veterans Temporary Hiring Program Portal provides a centralized location for qualifying veterans to submit up-to-date employment and contact information for consideration by New York State agencies hiring for temporary positions. The New York State Department of Civil Service hosts this Portal through which qualifying veterans may indicate interest in temporary employment by:

- Providing contact information; academic background; occupational, employment, and geographic preferences
- Uploading a résumé (*required*)
- Uploading a Certificate of Release or Discharge from Active Duty Form DD-214 (*required*)

Eligibility Requirements

In order to be eligible to participate in the Veterans Temporary Hiring Program individuals *must have*:

- Served on Active Duty in the United States Army, Navy, Marine Corps, Air Force, Coast Guard, or the Reserve Components of the Armed Forces of the United States; or
- Served in active military service of the United States as a member of the Army National Guard, Air National Guard, New York Guard, or the New York Naval Militia; and
- Must have been released with a discharge other than dishonorable after September 11, 2001

Eligible Job Titles

Opportunities for temporary employment may exist throughout the state in a wide range of titles. However, the following career clusters contain titles representing those that offer the greatest number of temporary opportunities:

- Agricultural
- Customer Service
- Youth Services
- Call Center
- Parks and Recreation
- Clerical/Office Support
- Maintenance and Operations
- Disaster Response
- Construction and Highway Maintenance

For more information about the Veterans Temporary Hiring Program, please contact the Department of Civil Service at:

VeteransTempHiring@cs.ny.gov
518-485-6199

<https://www.cs.ny.gov/vetportal/faq.cfm>



Department
of Labor

ACTIVITY REPORT –FEBRUARY 2017
COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY, SULLIVAN COUNTY FUNDING CORPORATION, THE SULLIVAN COUNTY INFRASTRUCTURE LOCAL DEVELOPMENT CORPORATION

February 23, 2017

At its regular meeting on February 13, 2017, the IDA Board approved a Revolving Loan Fund loan to Be Neet, LLC. In conjunction with financing from the Partnership for Economic Development and a local bank, this loan will help to facilitate the development of a transfer station in the Town of Delaware. The Board also discussed and affirmed its 2017 officers and committee memberships, conducted its annual review and approval of various Agency policies, and conducted its annual self-evaluation, in accordance with Public Authorities Law. Finally, the Board passed a resolution authorizing the Agency to apply for United States Department of Agriculture Rural Business Development Grant funds. Agency staff is working with several potential applicants for these funds. The meeting was recessed to Monday, February 27, 2017 for discussion of any Agency projects that have not met their payment in lieu of tax obligations for this year by that date.

IDA staff continues to collect PILOT payments from our projects, and on February 13th the Agency distributed \$2,372,791.88 in PILOT payments to the taxing jurisdictions. We anticipate making one more distribution for this PILOT year. We also continue to collect and report Agency and project information in accordance with Public Authorities Law and Industrial Development Agency Law. This work will remain our focus through March.

The IDA, Sullivan County Funding Corporation (SCFC), and The Sullivan County Infrastructure Local Development Corporation (TSCILDC) are preparing for our annual audits. Our auditors from Cooper Arias, LLP will be on site during the first week of March to conduct field work with assistance from Agency staff.

In addition to the regular meeting of the IDA, special meetings of SCFC and TSCILDC were held on February 13. Like IDA, the SCFC and TSCILDC Boards also reviewed their officers and committee memberships, policies, and Board self-evaluations.

At its February meeting, the SCFC Board approved a resolution authorizing the continuation of its grant application cost-sharing program. Through this program, applicants for various federal and state grants may apply to SCFC for funds to offset the cost of grant application preparation by grantwriting professionals.

With respect to TSCILDC, work continues on the development of infrastructure for the Adelaar project, funded by public infrastructure bonds. During February, TSCILDC staff spent much time and effort coordinating and submitting bond requisitions to pay for work completed to date. We expect this workload to continue and increase as 2017 moves on.

Jen Flad and Julio Garaicoechea



Report to Legislature – March 2017

A. General Operations

- The Partnership entered February with a healthy dose of optimism for the upcoming development season. Much of it was driven by renewed investment by our membership both by active participation and by financial investment. In fact, we have already met our contractual match obligation for both the County and IDA for all of 2017. This is significant because it speaks to several indicators. 1) The membership is confident in the work we are doing. 2) There is a growing feeling that the business investment is beginning to see tangible measurable results 3) Our value proposition matches the expectation put on staff and the directors to effectively carry out the mission of the organization which is to serve and promote the economic development of businesses in Sullivan County and by extension positively impact the quality of life of all who live and work here. As economic development partners the private sector is making good on its promise to continue to invest and promote economic development in Sullivan County and its early investment is a true sign of the commitment.
- The specialty beverage fulfillment center mentioned at last meeting is beginning to move forward. After touring the county showing a variety of potential sites the firm's principal will be returning with his team in March to conduct their due diligence one of the sites previously shown. The project would include the development of a state of the art 250,000sq.ft facility and 50 jobs. The project is estimated at approximately \$10 million total investment.
- We are working to attract a large fulfillment center for an internationally known retailer. The site selection includes many in areas throughout the northeast. However, we do have a location that may be a suitable fit. The project would introduce a significant tax rateable and several hundred jobs to the county. Developing.
- At year end the annual average unemployment is nearly a whole point lower than this time last year and nearly half of what it was just 3 years earlier. While the total number of employed has fallen as well, businesses believe this was the result of many factors including some rightsizing of the labor force given the economic challenges experienced previously. This circumstance will only get better as we introduce new jobs in the coming years ahead. There are no January numbers as of the time of this update.
- As part of the Grow the Gateways steering committee the partnership hosted an information breakfast and covered the cost of logo development in order to help promote

public participation and promote the development for along with partner steering committee members.

- In order to better prepare NYSEG and any other utility providers with updated data relative to current and future development, Chris Lockwood is working closely with Chris Knapp from the county and have developed a map indicating same. This and other similar efforts are critical to our economic development predictability moving forward. Stemming from a request Assemblywoman Gunther made, it is an effort to provide as much upfront data as possible in order to expedite any energy related work needed to provide adequate power to current and potential new Industrial/Commercial users. Our ability to address more efficiently this along with other key infrastructure areas will help to ensure we continue the current growth momentum at the heart of our economic resurgence.

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%	4.7%	4.7%	4.7%	4.9%	4.8%
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%

- **Meetings:** New York State Economic Development Council, Sullivan County Chamber of Commerce, East Broadway Development Corridor Steering Committee, Regional Transportation Coalition.

B. Project Updates

a. Corporate Attraction

- We have shown four sites in response to an inquiry requiring 250,000sq.fr of fulfillment space. The project cost is approximately \$10 million with a demand for 50 jobs to start. Several sites were viewed favorably. However, we are competing with Orange County, NJ and PA at this time. See update above.
- We are in the process of relocating a former Sullivan County business back here once again. The company produces specialty color chips for industrial/commercial applications. Update: We have shown several sites. No commitment thus far.

b. Small Business/Entrepreneurial Development

- The Partnership has approved a loan to Jeff Sanitation for its expansion at its existing location. We are working with the IDA to coordinate efforts and administrative next steps. The project seeks to expand its operations and complete its transfer station construction efforts. Closing for this project has been scheduled this week.

c. Business Expansion

- We have met with the principals of We Ship Express 24/7. They will be looking to expand their operations significantly. We have been asked to provide an analysis of expanding at their current location and other locations that could increase their foot print from 33,000 sq. ft. to 100,000. Proportionate increase in employment would of course follow. The company has requested sample illustrations in order to make a prudent business decision. Ongoing.
- A local manufacturer will be investing in a new plant on a former food processing site. The plant will be producing metal racking systems for shelving, warehouse storage and other uses. The investment will bring dollars being spent outside of the US here to Sullivan County in the form of investment, jobs and a permanent rateable. We have assisted the company in a request for Empire State Development incentives. There has been substantial activity at the location thus far.

d. Shovel Ready Sites

- A request has been made as we assemble needed funding for the 1st step of the Old Route 17 corridor analysis. Update: A representative from Senator Schumer's office contacted us to request a priority list of infrastructure related projects we could use funding for. We have sent them our priority list including infrastructure for this corridor. In addition, we suggested contacting the County and individual municipalities for same.
- SUNY Sullivan will be rescheduling an information session by NYESD covering new changes to the Start Up NY program which will make it more user friendly. It will take place at the Seelig Theater.

e. Membership Education –the next event will be held later this spring.

MARCH 2017

SULLIVAN CATSKILLS

HIGHLIGHTS

- **TOURMAPPERS & VIATOR:** SCVA hosted a regional seminar to provide tourism lodging and attractions an introduction to two powerful marketing opportunities in the international and domestic marketplace.
- **SOCIAL MEDIA:** Social media continues to grow on Facebook, Twitter and Instagram building a brand for the Sullivan Catskills
- **WEB SITE:** New design of the web site is progressing along to mirror the overall branding and image growth of the Sullivan Catskills. The home page and links are being approved. We are planning a March 2017 launch.
- **MARKETING PLAN:** SCVA continues meeting with media outlets in business and leisure markets as well as individual niche markets for 2017 placements. At the same time the Association has been growing its digital and social reach and expanding the trade and consumer show schedule.
- **2017 TRAVEL GUIDE:** The 2017 Travel Guide is in the marketplace. The guide was delivered the first week of January and has been shipped to our distribution outlets, sent to several thousand new requests and utilized at SCVA and its partners will be attending several trade and travel shows in January and February.
- **I LOVE NY PROMOTION:** I Love NY continues to promote the Catskill Region and Sullivan Catskills. Plans for next year's Governor Catskill Challenge is being started. SCVA has begun hosting Beautiful Destinations and NICHE Influencers and Creators in the county over the past few weeks with great success. More will be joining us throughout the month. SCVA and their PR team will also be hosting several digital influencers throughout the winter season.

- **PUBLIC RELATIONS:** Working with The Door and I Love NY PR firms, our tourism partners have hosted several rounds of travel writers. Our PR efforts are focusing on Fly Fishing and the 30th Anniversary of Dirty Dancing. The Sullivan Catskill food experience and creation of a showcase cuisine focused event are in the plans.
- **NYSTIA and Brand USA:** A combined effort culminated in a CFA grant to assist NYS tourism entities to market through Brand USA to an expanded international market. SCVA will be expanding our presence with Brand USA/Mile Destination.
- **Hospitality Training:** SCVA working with the Sullivan County Chamber and BOCES will be offering front line training to businesses with a kick-off event planned next month.
- **SWDR (Nat/Geo):** SCVA continues to work with the Executive Council and Stewardship Council of the Scenic & Wild Delaware River to further plan and enhance the site and promotions.
- **Special Olympics:** The State-wide Special Olympics Winter Games will be held in the Hudson Valley/Catskills again this year with the skiing events held at Holiday Mountain. Looking for volunteers to help and cheer the athletes. February 17 & 18.
- **Regional Legislative Action Day:** SCVA will be hosting the Catskill Regional Legislative Breakfast teamed with the New York State Hospitality & Tourism Association this year. The Legislative Breakfast will be at Bernie's Holiday Restaurant from 8:30-10AM on Friday, March 3rd.
- The New York State Tourism Industry Coalition will be hosting a Tourism Industry Luncheon in Albany NY on Monday March 13, 2017. Statewide issues will be discussed and with our State Legislative leaders and tourism industry colleagues and more.