



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

SULLIVAN COUNTY LEGISLATURE
Community and Economic Development Committee
April 6, 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:

- 1. Liberty-Thompson Corridor Study**
- 2. SCVA New Website Launch**

RESOLUTIONS: None

DIVISION/PROGRAM UPDATE:

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

PUBLIC COMMENTS:

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

March 31, 2017

At its regular meeting on March 13, 2017, the IDA Board approved several resolutions:

- Approving the regular quarterly payment to the Sullivan County Partnership for Economic Development.
- Extending the sales tax exemption period for the Veria Wellness Center Project, in accordance with the IDA's agreements with Veria Lifestyle Inc.
- Amending a 2013 resolution relating to the EPR Concord II, LLC Water Park Resort Project, reflecting changes to the project since the time of the original resolution.
- Appointing NY Delaware I, LLC as Agent of the IDA, and authorizing the execution of a Payment in Lieu of Tax Agreement, Lease Agreement, and related documents with this company. NY Delaware I, LLC proposes to develop a small-scale commercial solar facility in the Town of Delaware. This is the first project approved under the IDA's new Community Distributed Generation Uniform Tax Exemption Policy.
- Adopting a Language Access Plan in accordance with requirements of federal funding agencies.
- Authorizing an application to the US Department of Agriculture for grant funding to support outreach and marketing for the food hub project. This grant application was submitted on March 27.

Also on March 13, the IDA Board conducted its annual review and approval of its Mission Statement and Performance Measurements, in accordance with the New York State Public Authorities Law.

Throughout the month of March, IDA staff continued to collect PILOT payments from the Agency's projects and distribute those payments to the taxing jurisdictions. Staff also continued to prepare the IDA's annual reports for the New York State Public Authorities Reporting Information System (PARIS). Staff also assisted the IDA's auditors, who were on site during March to conduct field work related to their annual audit.

The Sullivan County Funding Corporation (SCFC) and The Sullivan County Infrastructure Local Development Corporation (TSCILDC) held special meetings on March 13, to review and approve their Mission Statements and Performance Measurements, as required by the Public Authorities Law. Like the IDA, SCFC and TSCILDC must also submit annual reports to PARIS. Staff is working to complete and file these reports.

SCFC continues work to assist local businesses through its grant application cost sharing program. We expect to receive more requests for assistance in the coming weeks and months as various federal and state funding opportunities are announced.

With respect to TSCILDC, staff continues its administration work as progress continues on the development of infrastructure for the Adelaar project, funded by public infrastructure bonds.

Jen Flad and Julio Garaicoechea



Report to Legislature – April 2017

A. General Operations

- The general economic outlook continues to be bullish on Sullivan County. Despite the Times Herald Record's continuation of focusing heavily on negative news when it comes to Sullivan County, there are significant indicators that directly speak to the beginning of Sullivan County's economic resurgence. That is newsworthy. For example:

For the 12-month period ending in January 2017, private sector job growth was fastest in Sullivan County (3.2 percent), followed by the Kingston MSA (+3.1 percent), and the Orange-Rockland-Westchester labor market area (+1.4 percent), according to the NYS Department of Labor; Non-farming jobs+2.8% (4th highest in NYS*).

This should have been front page material given how long we have been at the bottom of these indices, typically. In addition **SmartAsset™**, a financial technology modeling company (which studies economic indicators using powerful computer modeling tools to help companies and consumers make sound financial decisions), found that Sullivan County ranked 7th best place to buy a home in all of New York State; Again newsworthy. Along with a steady drop in unemployment rate year to year the economic outlook is healthy, given that no signature projects have come online yet, there are large municipal projects underway, and many other projects are slated to break ground soon.

- As you know we have been discussing the development of shovel ready sites it seems like for decades. I have asked The Town of Liberty, Village of Liberty and Town of Thompson for funds to help pay for a corridor analysis of the area between exit 101 in Liberty and 102 in Thompson. I have also met with the County Manager and Chairman of the CED in to request the bulk of the funding for this analysis. The area is zoned IC and we have initially identified over 400 acres of available land suitable for industrial commercial development. The effort will involve a comprehensive analysis of land, cost of completing a GEIS for the corridor, cost of providing infrastructure, transportation, assessment of total build out capability, assessment of total potential investment and jobs that the corridor can sustain among many other market and environmental factors. This analysis is needed as the foundation to secure the necessary funding, for engineering, preapprovals and infrastructure needed to bring this area to shovel ready status. Our competitors within in the region and beyond continue to double down on these types of investments and have had a long track record of success because of it. We must take these necessary steps in order to create the product needed to compete in the market place and capitalize on the current momentum that has thus far been created. Moreover, not everyone looking for work here will be interested or is suited to work in the hospitality industry. We must

create diverse job opportunities for those with certain skill sets that can be useful in other industry sectors. This result of this effort will introduce net new tax ratables, jobs and positive economic impacts that will help accelerate and continue the growth of our economy. Finally, with all of the discussion on the County's health statistics it is my opinion that not enough is being focused on the economic health of our residents and the prospects of their financial future. A steady job, at a reasonable wage will immediately begin to move the health care needle to the positive when resident can better afford healthier food choices and health care alternatives.

- The Partnership has joined a coalition made up of the Orange County Partnership, The Orange County Citizens foundation and private sector stakeholders to help advance an effort to improve traffic along route 17 from Harriman to the heart of Sullivan County. A NYSDOT study conducted in 2013 identified specific thresholds along the corridor based on traffic, development and other factors that would warrant improvements by the year 2020. Since then, there have been new developments already completed along the corridor, not covered in the study that has accelerated the time table of identified thresholds. In an effort to move improvements along the coalition has asked the state to fund the environmental review work needed to conduct any capital project geared to make necessary improvements along the thoroughfare.
- 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. The principals of the firm have informed me that they will be selecting a site within the next week and will be putting remaining financing for the project together.
- 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 ratable and several hundred jobs to the county. Developing.

Unemployment Rate

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Ann Avg
2017	5.3%	5.7%											
2016	5.6%	5.7%	5.3%	4.8%	4.3%	4.3%	4.2%	4.2%	4.7%	4.6%	4.6%	4.9%	4.8%
2015	6.9%	6.8%	6.3%	5.6%	5.5%	5.2%	4.9%	4.5%	4.9%	4.7%	4.9%	4.9%	5.4%
2014	8.3%	8.4%	7.8%	6.6%	6.3%	6.0%	5.9%	5.7%	5.8%	5.6%	6.0%	6.1%	6.5%

Meetings: Senator Bonacic, Assemblywoman Gunther Sullivan County Chamber of Commerce, East Broadway Development Corridor Steering Committee, Sullivan United, 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. Update: the principals are considering two Sullivan County sites at this time. A decision should be eminent.

b. Small Business/Entrepreneurial Development

NTR

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 ratable. We have assisted the company in a request for Empire State Development incentives. There has been substantial activity at the location thus far. Update: the project is moving forward steadily.

d. Shovel Ready Sites

- 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 on April 13, 2017.

e. Membership Education –the next event will be held at the Catskill Distillery in May.

MARCH 2017

SULLIVAN CATSKILLS

HIGHLIGHTS

- **WEB SITE:** The new web site is expected to launch soon mirroring the overall branding and image growth of the Sullivan Catskills. The clean new look is inviting to the visitor and highlights our tourism assets. Social media is undergoing some rebuilding to supplement the web site and continue to grow on Facebook, Twitter, Instagram and You Tube
- **REGIONAL LEGISLATIVE ACTION DAY:** SCVA hosted the Catskill Regional Legislative Breakfast teamed with the New York State Hospitality & Tourism Association this year. Very successful event with networking and interaction on State-wide issues.
- **CATSKILL REGION PROMOTION:** The four counties of the Catskill Region set goals and marketing efforts for this year themed campaign “ Ride the Catskills”. The campaign will promote the great outdoors.
- **TOURISM ACTION DAY:** The New York State Tourism Industry Coalition hosted a Tourism Industry Luncheon in Albany NY on Monday March 13, 2017. Several promotional videos were done on the importance of the tourism industry in NYS. Several state legislators attended.
- **PUBLIC RELATIONS:** Working with The Door and I Love NY PR firms, the summer media night was held in NYC to have face to face networking with over 80 travel writers. Our PR efforts are focusing on Fly Fishing and the 30th Anniversary of Dirty Dancing. SCVA is also hosting the editor of Family Fun magazine this summer for a fun fishing vacation and other family fun activities. SCVA is working with its members to create a Sullivan Catskill food experience and a showcase of the products produced here.

- **SULLIVAN CATSKILL PROUD:** SCVA and its partners are working with Bold Gold Media to promote our local businesses and events.
- **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.
- **I LOVE NY PROMOTION:** I Love NY continues to promote the Catskill Region and Sullivan Catskills.
- **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.
- **SUNY SULLIVAN ADVISORY BOARD:** SCVA is serving on the SUNY Advisory Board for input on direction and curriculum.
- **MEETING WITH SENATOR GILLIBRAND'S OFFICE:** Senator Gillibrand is championing the Arts federally to keep funding.
- **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.
- **SCVA BOARD RETREAT:** SCVA held its annual Board Retreat to update Strategic Plan and Board goals.

- **IPW TRADE SHOW:** SCVA is preparing for the IPW conference in Washington DC in June. SCVA will also be hosting several receptives on a pre-fam tour.

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	2/23/17 – 3/30/17	46 people	35 businesses	Achieve Rehab & Nursing ADP Total Source Charter Communications County of Sullivan Crystal Run Healthcare Independent Home Care Kolmar Labs MB Consultants Northeast Mesa LLC Orange Regional Med Center Petro Plumbing & Heating Rehab Support Services Rolling V Bus Corp SUNY Sullivan TJ Transport United Natural Foods Unlimited Care Inc. Wizard Electric

- The Sullivan County Job Fair was held March 29 at the Ted Stroeble Center from 10:00 am – 2:00 pm. There were 40 businesses with over 500 job openings along with workforce partner agencies BOCES, SUNY Sullivan, ACCES-VR, and Veterans talking to just over 300 job seekers. Immediate feedback from businesses was very positive. We will, as always, follow up with them in a couple of weeks to see how many hires came from the event.
- Planning has begun for the Summer Youth Employment Program that will provide 6 weeks of paid work experience to roughly 80 Sullivan County youth. The work experience opportunities take place in July and August.
- Planning for the Sullivan Renaissance Youth Internship program is underway. This program provides 18 youth with paid internships working with communities on Renaissance projects. The program runs from May through August.
- 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:

- 2/27 – Casino training meeting
- 2/28 - Patterns for Progress Leaders Breakfast
- 3/10 – Casino training meeting
- 3/13 – Rural Health Network meeting
- 3/23 – Academy of Finance Board meeting

Unemployment Rates

Month	2017 Sullivan County	2016 Sullivan County	2017 Hudson Valley	2017 New York State	2017 United States
January	5.3	4.8	4.5	5.0	5.1
February	5.7	5.7	4.8	5.1	4.9
March					
April					
May					
June					
July					
August					
September					
October					
November					
December					

- ✓ **Comparing January 2013 @ 24,300 jobs with January 2017 @ 25,300 shows there is an increase of 1,000 jobs (+4%)**
- ✓ **In January 2013 Sullivan County ranked 22nd in small county growth at -8%. In January 2017 Sullivan County ranked 3rd in small county growth rate at +2.8%. (see chart below)**

Labor Market Profile

Resident Civilian Labor Force and Nonfarm Employment

SULLIVAN COUNTY

February 2017, January 2017, February 2016

Category	Feb 2017	Jan 2017	Feb 2016	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	33,000	33,100	33,300	-100	-0.3%	-300	-0.9%
Employed	31,200	31,400	31,400	-200	-0.6%	-200	-0.6%
Unemployed	1,900	1,800	1,900	100	5.6%	0	0.0%
Sullivan County Unemployment Rate	5.7%	5.3%	5.7%	0.4		0.0	
NYS Unemployment Rate	5.1%	4.9%	5.3%	0.2		-0.2	
US Unemployment Rate	4.9%	5.1%	5.2%	-0.2		-0.3	
Total Nonfarm							
Total Nonfarm	25,400	25,400	24,700	0	0.0%	700	2.8%
Total Private							
Total Private	19,300	19,300	18,700	0	0.0%	600	3.2%
Goods-Producing							
Goods-Producing	2,300	2,300	2,200	0	0.0%	100	4.5%
Natural Resources, Mining and Construction							
Natural Resources, Mining and Construction	900	900	800	0	0.0%	100	12.5%
Manufacturing							
Manufacturing	1,400	1,400	1,400	0	0.0%	0	0.0%
Service-Providing							
Service-Providing	23,100	23,100	22,500	0	0.0%	600	2.7%
Private Service-Providing							
Private Service-Providing	17,000	17,000	16,500	0	0.0%	500	3.0%
Trade, Transportation and Utilities							
Trade, Transportation and Utilities	4,200	4,200	4,200	0	0.0%	0	0.0%
Information							
Information	100	100	100	0	0.0%	0	0.0%
Financial Activities							
Financial Activities	900	900	900	0	0.0%	0	0.0%
Professional and Business Services							
Professional and Business Services	1,600	1,500	1,500	100	6.7%	100	6.7%
Education and Health Services							
Education and Health Services	7,300	7,400	6,900	-100	-1.4%	400	5.8%
Leisure and Hospitality							
Leisure and Hospitality	2,200	2,200	2,100	0	0.0%	100	4.8%
Other Services							
Other Services	700	700	800	0	0.0%	-100	12.5%
Government							
Government	6,100	6,100	6,000	0	0.0%	100	1.7%

**COUNTIES RANKED BY UNEMPLOYMENT RATE
FEBRUARY 2017**

RANK	COUNTY	RATE	RANK	COUNTY	RATE
1	New York County	4.2	29	Wayne County	6.0
1	Queens County	4.2	33	Clinton County	6.1
3	Nassau County	4.3	34	Cayuga County	6.2
4	Albany County	4.4	35	Broome County	6.3
4	Saratoga County	4.4	35	Chemung County	6.3
4	Tompkins County	4.4	35	Chenango County	6.3
7	Rockland County	4.5	35	Tioga County	6.3
8	Columbia County	4.6	39	Bronx County	6.5
8	Putnam County	4.6	39	Warren County	6.5
10	Dutchess County	4.7	41	Delaware County	6.6
11	Kings County	4.8	41	Essex County	6.6
11	Orange County	4.8	41	Madison County	6.6
11	Richmond County	4.8	44	Fulton County	6.8
11	Schenectady County	4.8	44	Orleans County	6.8
11	Westchester County	4.8	44	Schoharie County	6.8
16	Rensselaer County	4.9	44	Steuben County	6.8
16	Suffolk County	4.9	48	Montgomery County	6.9
18	Onondaga County	5.1	49	Cortland County	7.0
18	Ulster County	5.1	49	Franklin County	7.0
20	Monroe County	5.3	49	Herkimer County	7.0
20	Yates County	5.3	52	Chautauqua County	7.1
22	Ontario County	5.5	53	Cattaraugus County	7.2
22	Seneca County	5.5	53	Niagara County	7.2
24	Erie County	5.6	55	Allegany County	7.5
24	Oneida County	5.6	56	Oswego County	7.7
26	Sullivan County	5.7	56	Schuyler County	7.7
26	Washington County	5.7	56	St. Lawrence County	7.7
28	Greene County	5.9	56	Wyoming County	7.7
29	Genesee County	6.0	60	Jefferson County	8.0
29	Livingston County	6.0	61	Lewis County	9.1
29	Otsego County	6.0	62	Hamilton County	10.0

**SMALL COUNTIES RANKED BY TOTAL NON-FARM GROWTH RATE
JANUARY 2016 to JANUARY 2017**

RANK	COUNTY	RATE
1	Montgomery County	+4.9%
2	Greene County	+4.0%
3	Sullivan County	+2.8%
4	Essex County	+1.4%
5	Columbia County	+1.0%
6	Allegany County	+0.7%
7	Franklin County	+0.6%
8	St. Lawrence County	+0.3%
9	Clinton County	0.0%
9	Hamilton County	0.0%
9	Schuyler County	0.0%
12	Steuben County	-0.3%
13	Cortland County	-0.5%
13	Genesee County	-0.5%
15	Cattaraugus County	-0.6%
15	Chenango County	-0.6%
15	Fulton County	-0.6%
18	Delaware County	-0.7%
19	Otsego County	-0.8%
19	Wyoming County	-0.8%
21	Seneca County	-0.9%
22	Chautauqua County	-1.2%
23	Lewis County	-1.5%
24	Cayuga County	-2.0%