



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

**SULLIVAN COUNTY LEGISLATURE**  
**Community and Economic Development Committee**  
*July 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: None**

**RESOLUTIONS: None**

**DIVISION/PROGRAM UPDATE:**

- Workforce Development – Laura Quigley
- Community & Economic Development – Freda Eisenberg
- IDA - Jen Flad
- Partnership for Economic Development – Marc Baez
- Chamber of Commerce – Cathy Paty
- 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	5/27/17 – 6/25/17	33 people	24 businesses	Achieve Rehab & Nursing ADP Total Source Any-Time Home Care Casler Masonry Inc. Crystal Run Healthcare Elant at Goshen Morlyn Asphalt Corp New Hope Manor Newburgh Windustrial Corp Rural Opportunities Inc. Sullivan County Paving Superior Building Supply Verona Oil Village of Wurtsboro Wurtsboro Wholesale

- The NYSDOL Sector Partnership Grant is underway. The business Hospitality Green was chosen to be the consultant. This regional project brings together the representatives from industry, education, workforce development, and economic development to begin forming the Hudson Valley Catskill Hospitality Skills Alliance and to create a career pathways template for the Hospitality industry. This is being done in partnership with SUNY Sullivan.
- Part of regional USDOL Ready to Work grant. The program led by Westchester County Workforce Development provides work readiness, training and job placement to long term unemployed individuals in the Healthcare field. Eligible participants complete a 6 week “boot camp” that teaches them how to get a job and then will move to direct placement or training.

This program in Sullivan County ran from May 1 through June 8. Fourteen people completed the program. Eleven are going into training; two are actively looking for work and one participant found employment.

The next boot camp is scheduled for the Fall.

- Invited fellow Workforce Directors from Ulster and Orange and the NYSDOL Regional Business Rep to a meeting with the casino Human resources VP on June 19. Purpose was to lend support to the regional recruitment efforts. The plan is to hold information sessions this summer in each county for the Dealer schools and additional sessions in early Fall on the other positions. There will be

Dealer schools in each county and training will begin in early fall. We will be posting all job orders on the One Stop system job bank.

- The Summer Youth Employment Program begins July 10. The program provides 6 weeks of paid work experience to roughly 70 Sullivan County youth. The program will run through August 18. Youth will be paid minimum wage currently \$9.70/hr. and will work 26 hours per week. Work sites are public, nonprofit and/or private sector businesses.
- Sullivan Renaissance Youth Internship program is underway with an orientation that occurred on May 17. This program provides up to 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:

- 6/7 – MCS Academy of Finance Board meeting
- 6/14 – SC Child Care Council meeting
- 6/15 - WD Board Statewide meeting in Albany
- 6/29 – Statewide workforce meeting with NYSDOL

*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	5.0	5.3	4.1	4.4	4.6
April	4.8	4.8	4.1	4.2	4.1
May	4.3	4.3	4.1	4.3	4.1
June					
July					
August					
September					
October					
November					
December					

# Labor Market Profile

## Resident Civilian Labor Force and Nonfarm Employment

### SULLIVAN COUNTY

May 2017, April 2017, May 2016

Category	May 2017	Apr 2017	May 2016	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	33,800	33,500	33,700	300	0.9%	100	0.3%
Employed	32,400	31,900	32,300	500	1.6%	100	0.3%
Unemployed	1,400	1,600	1,400	-200	12.5%	0	0.0%
<b>Sullivan County Unemployment Rate</b>	<b>4.3%</b>	<b>4.8%</b>	<b>4.3%</b>	<b>-0.5</b>		<b>0.0</b>	
NYS Unemployment Rate	4.3%	4.2%	4.3%	0.1		0.0	
US Unemployment Rate	4.1%	4.1%	4.5%	0.0		-0.4	
<b>Total Nonfarm</b>							
<b>Total Nonfarm</b>	<b>26,900</b>	<b>26,100</b>	<b>26,200</b>	<b>800</b>	<b>3.1%</b>	<b>700</b>	<b>2.7%</b>
<b>Total Private</b>							
<b>Total Private</b>	<b>20,700</b>	<b>19,900</b>	<b>20,100</b>	<b>800</b>	<b>4.0%</b>	<b>600</b>	<b>3.0%</b>
<b>Goods-Producing</b>							
<b>Goods-Producing</b>	<b>2,400</b>	<b>2,300</b>	<b>2,400</b>	<b>100</b>	<b>4.3%</b>	<b>0</b>	<b>0.0%</b>
Natural Resources, Mining and Construction	1,000	1,000	900	0	0.0%	100	11.1%
Manufacturing	1,400	1,300	1,500	100	7.7%	-100	-6.7%
<b>Service-Providing</b>							
<b>Service-Providing</b>	<b>24,500</b>	<b>23,800</b>	<b>23,800</b>	<b>700</b>	<b>2.9%</b>	<b>700</b>	<b>2.9%</b>
<b>Private Service-Providing</b>							
<b>Private Service-Providing</b>	<b>18,300</b>	<b>17,600</b>	<b>17,700</b>	<b>700</b>	<b>4.0%</b>	<b>600</b>	<b>3.4%</b>
Trade, Transportation and Utilities	4,400	4,300	4,400	100	2.3%	0	0.0%
Information	100	100	100	0	0.0%	0	0.0%
Financial Activities	900	900	1,000	0	0.0%	-100	10.0%
Professional and Business Services	1,600	1,600	1,500	0	0.0%	100	6.7%
Education and Health Services	7,600	7,500	7,200	100	1.3%	400	5.6%
Leisure and Hospitality	2,800	2,400	2,600	400	16.7%	200	7.7%
Other Services	900	800	900	100	12.5%	0	0.0%
<b>Government</b>							
<b>Government</b>	<b>6,200</b>	<b>6,200</b>	<b>6,100</b>	<b>0</b>	<b>0.0%</b>	<b>100</b>	<b>1.6%</b>

**COUNTIES RANKED BY UNEMPLOYMENT RATE  
MAY 2017**

<b>RANK</b>	<b>COUNTY</b>	<b>RATE</b>	<b>RANK</b>	<b>COUNTY</b>	<b>RATE</b>
1	Columbia County	3.4	29	Wyoming County	4.5
2	Saratoga County	3.6	33	Chenango County	4.6
3	Queens County	3.7	33	Monroe County	4.6
4	Nassau County	3.8	33	Oneida County	4.6
4	New York County	3.8	36	Erie County	4.7
4	Putnam County	3.8	36	Greene County	4.7
4	Tompkins County	3.8	36	Madison County	4.7
4	Yates County	3.8	36	Schuyler County	4.7
9	Albany County	3.9	40	Cortland County	4.8
9	Rensselaer County	3.9	40	Delaware County	4.8
9	Rockland County	3.9	40	Schoharie County	4.8
9	Seneca County	3.9	43	Clinton County	4.9
13	Dutchess County	4.0	44	Broome County	5.0
13	Ontario County	4.0	44	Essex County	5.0
13	Suffolk County	4.0	44	Montgomery County	5.0
13	Washington County	4.0	47	Herkimer County	5.1
17	Westchester County	4.1	48	Chemung County	5.2
18	Genesee County	4.2	48	Fulton County	5.2
18	Orange County	4.2	48	Orleans County	5.2
18	Otsego County	4.2	48	Steuben County	5.2
18	Richmond County	4.2	52	Chautauqua County	5.4
18	Schenectady County	4.2	53	Niagara County	5.5
18	Ulster County	4.2	54	Cattaraugus County	5.6
24	Cayuga County	4.3	54	Franklin County	5.6
24	Kings County	4.3	56	Bronx County	5.7
24	Onondaga County	4.3	56	Jefferson County	5.7
24	Sullivan County	4.3	58	Oswego County	5.8
28	Warren County	4.4	59	Allegany County	6.0
29	Livingston County	4.5	59	Lewis County	6.0
29	Tioga County	4.5	59	St. Lawrence County	6.0
29	Wayne County	4.5	62	Hamilton County	6.6

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

<b>RANK</b>	<b>COUNTY</b>	<b>RATE</b>
1	Seneca County	+12.7%
2	Montgomery County	+3.6%
3	Greene County	+2.7%
3	Sullivan County	+2.7%
5	Essex County	+2.1%
6	Schuyler County	+1.9%
7	Franklin County	+1.1%
8	Otsego County	+0.8%
9	Delaware County	+0.6%
10	Chenango County	+0.5%
10	Columbia County	+0.5%
10	Steuben County	+0.5%
13	Clinton County	+0.3%
14	Cattaraugus County	0.0%
14	Cortland County	0.0%
14	Hamilton County	0.0%
14	Lewis County	0.0%
14	Wyoming County	0.0%
19	St. Lawrence County	-0.3%
20	Chautauqua County	-0.4%
21	Allegany County	-0.6%
22	Genesee County	-0.8%
23	Fulton County	-1.1%
24	Cayuga County	-1.5%

**ACTIVITY REPORT -JUNE 2017**  
**COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY, SULLIVAN COUNTY FUNDING CORPORATION, THE SULLIVAN COUNTY INFRASTRUCTURE LOCAL DEVELOPMENT CORPORATION**

June 29, 2017

The IDA Board approved several resolutions at its regular meeting on June 12, 2017. These include:

- Resolution authorizing the regular quarterly payment to the Partnership for Economic Development in Sullivan County, Inc.
- Resolutions authorizing extensions of the sales tax abatement periods for several ongoing projects, in accordance with the IDA's agreements with these projects. The projects include Veria Lifestyle Inc.; Montreign Operating Company, LLC; Empire Resorts Real Estate I, LLC; EPT Concord II, LLC; Rock Meadow Partners LLC; Metallized Carbon Corporation; and RJ Baker Corp.
- Resolution extending EPR Concord II, LLC's authority to act as agent of the Agency through July 31, 2017. EPR Concord II, LLC is the developer of the waterpark hotel project. The Board has approved the project and appointed the company as agent, and this extension allows additional time for the Agency and the Company to close on the transaction with final lease, PILOT, and related agreements.
- Resolution modifying earlier resolutions related to the assignment of the MG Catskill LLC project to Veteran NY Equity Holdings LLC. This transaction closed on June 14.
- Resolution authorizing the execution of an easement for the benefit of NYSEG to bring additional electric services to the BRR Brothers LLC and Sullivan County Fabrication, Inc. project in the Town of Fallsburg.

Also at the June meeting, the Board authorized the lease of the food hub building in the Village of Liberty to Sullivan Catskills Regional Food Hub, Inc.

Both the IDA and the Sullivan County Funding Corp. closed transactions with The Center for Discovery, Inc. during June. On June 19 the IDA and The Center for Discovery, Inc. closed on the lease/ leaseback transaction related to the Hurleyville Performing Arts Center. The project would otherwise be exempt from payment of normal real property taxes, but through this transaction The Center for Discovery, Inc. will make PILOT payments to the taxing jurisdictions. On June 20, the Sullivan County Funding Corp. closed on the issuance of bonds for the benefit of The Center for Discovery, Inc., related to its facilities for adult and pediatric rehabilitation programs for disabled individuals.

The Sullivan County Funding Corp. has approved grantwriting cost-share assistance for the 2017 CFA to three projects:

- Village of Monticello for the redevelopment of the North Street Municipal Parking Lot and the Ted Stroebele Community Center to create additional active civic space for the community.
- Town of Bethel to develop the Forest Reserve site as a multi-purpose recreational resource for the community.
- Catskill Arts Society for the LEED-certified renovation of the CAS Art Center building and creation of outdoor space connecting to the Livingston Manor River Walk.

With respect to The Sullivan County Infrastructure Local Development Corporation, staff continues its administration work as progress continues on the development of infrastructure for the Adelaar project, funded by public infrastructure bonds.

Jennifer Flad and Julio Garaicoechea



## Report to Legislature – July 2017

### A. General Operations

- We have met with all four municipal bodies involved in the Old 17 Corridor analysis project and received formal support from each. We will be finalizing agreements with all parties and moving on with the RFP process.
- Due to an increase in the specialty fabrication industry sector, the Partnership is forming a Specialty fabrication/ manufacturing cluster group. The group will pair long time Sullivan County fabricators/manufacturers with new arrivals in order to assess current needs, identify opportunities and help grow this sector in Sullivan County as a viable job creator moving forward. Specialty advanced manufacturing has been identified as an area of opportunity not being adequately addressed throughout the country. Update: The feedback has been positive so far and we will be hosted our first meeting in the coming weeks. Also, yet another metal fabricator will be coming on line later this year only adding to this steadily growing industry sector.
- We have been asked to submit sites for a 35 acre site to house a 275, 000sq. ft facility slated for a nationally known manufacturer/distributor of specialty products. Orange and Sullivan County are the target areas.
- We have been approached by a light industry prospect seeking preapproved land for a 100,000sq. ft facility. We have submitted our only shovel ready site suitable for this project, the Glenwild Industrial park. Still Developing...
- On very short notice we were asked and participated in making a special presentation regarding an extraordinary opportunity for Sullivan County. A Sullivan County economic development team worked frantically to put together a professional presentation highlighting our county and the team performed exceptionally. We will know much more about our chances later in the year.



## Unemployment Rate

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Ann Avg
2017	5.3%	5.7%	5.0%	4.8%	4.3%								
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:** New York State Economic Development Council Annual Conference, Sullivan County Chamber of Commerce, East Broadway Development Corridor Steering Committee, Sullivan United, Regional Transportation Coalition (TTAP).

### B. Project Updates

#### a. Corporate Attraction

- We have shown four sites in response to an inquiry requiring 275,000sq.fr of manufacturing space. The project involves a nationally known manufacturer of specialty parts. Sullivan County and Orange are being looked at this time.

#### b. Small Business/Entrepreneurial Development

- We have assisted both Seminary Hill Cider and Catskill Distilling with their respective ESD applications. Both will be investing in facilities, equipment and jobs further enhancing our growing food and beverage industry.
- I will be meeting with a finance group looking to invest in the Cooperage project. The project now known as Liberty Stave Co. has located a site in Liberty and is moving forward with securing financing to construct a cooperage manufacturing facility that will serve distillers throughout the northeast.

#### 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. Update: the project is moving forward steadily. Special thanks to Mid Hudson Region ESD offices for their assistance.

**d. Shovel Ready Sites**

- See report above

- e. Membership Education** – we will be putting together a business luncheon with special guest presenter who has conducting expansive market research for the Hudson Valley market place with an emphasis on Sullivan County. The information will provide primary research data that will help local business in their day to day decision and strategic planning process.

**JUNE 2017**  
**SULLIVAN CATSKILLS**  
**HIGHLIGHTS**

- **TRAVEL & TRADE:** IPW is our stateside international showcase and the Sullivan Catskills teamed with I Love NY and other DMO's throughout NYS in in Washington, DC. The Sullivan Catskills are seeing an increased interest from the international traveler and especially MICE (Meetings, Incentives, and Corporate Executives) An Australia travel writer journeyed through Upstate NY and the Sullivan Catskills after IPW to do a story on the other NY.
- **ESSAE:** Attended the Empire State Society of Association Executives Annual Conference in Albany and met with Meeting Planners from across NYS
- **NORWEGIAN AIR:** SCVA is working with representatives from I Love NY international office to FAM travel agents for the UK and Ireland. Ten agents from Scotland and ten more from Ireland. A writer from Scotland is doing an article for UK press as well this month.
- **RECENT ARTICLE PUBLISHED:** Callicoon featured in Country Living Best Small Towns. Callicoon Farmers' Market chosen by Bon Appetit on-line magazine as Best Farmer's Markets in America. Brand USA did a video that ran in the UK and Germany on great outdoors in the Sullivan Catskills.
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- **SULLIVAN CATSKILL PROUD:** SCVA and its partners continues with Bold Gold Media to promote our local businesses and events.
- **SOCIAL MEDIA:** Social media continues to grow on Facebook, Twitter and Instagram building a brand for the Sullivan Catskills and the new web site is progressing with additional new fans and followers teamed with fresh and

relevant blog content.

- **MARKETING PLAN:** SCVA print media placements are showing an upswing in request from the readership at these placements. SCVA is launching a strong digital and social campaign. Working with Brand USA to film important music history events across the US and we are delighted that our own Bethel Woods and the iconic Woodstock Festival will be a part of that international story.
- **I LOVE NY PROMOTION:** I Love NY continues to promote the Catskill Region and Sullivan Catskills. Plans for the Governor's Catskill Challenge is finally being put in play.
- **PUBLIC RELATIONS:** Working with The Door our tourism partners have hosted several rounds of travel writers. Our PR efforts are focusing on Fly Fishing and the 30<sup>th</sup> Anniversary of Dirty Dancing.
- **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.
- **PHOTOGRAPHY:** SCVA is working with several photographers to increase the amount of high quality photos needed to supply the web and travel writer request. These are be catalogued in a Sullivan Catskills Gallery for easy access and use.
- **TRAILS:** SCVA is working with the Trail committee and Trailkeeper, promoting and developing our Sullivan Catskills trail system.
- **RETIREMENT:** Attended the retirement party for Elaine Giguere from the DVAA. She will be missed but plans to continue to support the arts of the Sullivan Catskills
- **HOSPITALITY PROGRAM:** Attended the update on the Hospitality grant through Workforce and SUNY

- **WOODSTOCK 50<sup>TH</sup> ANNIVERSARY:** First meeting to discuss the 50<sup>th</sup> Anniversary
- **WELCOME TO OUR PARKS:** Attended County Parks press release at Fort Delaware
- **THOMPSON EDUCATION CENTER:** Attended luncheon for Thompson Education Center update
- **YO 1 WELLNESS:** Conference call with marketing team to receive updates and promotion efforts. We have planned a PR visit and tour.
- **ROSCOE SONGWRITERS:** Meeting to prepare marketing for this event
- **ROSCOE DEDICATION:** the dedication ceremony for our late Co-Chair of the SCVA, Elaine M Fettig at Roscoe Park.
- **PASSPORT MAGAZINE –ON LINE:** The Sullivan Catskills was featured as a vacation must and was further chosen as the destination pick of the week...
- **We will be hosting several domestic and international travel writers over the month of July that will write about the various strengths of our Sullivan Catskills.**