

#### SULLIVAN COUNTY GOVERNMENT CENTER

100 NORTH STREET P.O. BOX 5012 MONTICELLO, NEW YORK 12701

#### SULLIVAN COUNTY LEGISLATURE

#### **Community and Economic Development Committee**

September 7, 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:**

- IDA Jen Flad
- Partnership for Economic Development Marc Baez
- Chamber of Commerce Cathy Paty
- Visitors Association Roberta Byron-Lockwood
- Workforce Development Laura Quigley
- Community & Economic Development Freda Eisenberg

#### **PUBLIC COMMENTS:**

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

August 31, 2017

During August the County of Sullivan IDA Board met twice, on August 14<sup>th</sup> and August 23<sup>rd</sup>. The Board adopted the following resolutions:

- Approval of the Empire Resorts Real Estate II, LLC project, which involves the construction of a hotel in the Town of Thompson that will complement the Resorts World Casino, golf course, and waterpark projects.
- Approval of the NY Liberty I, LLC project, which involves the construction of a commercial solar array in the Town of Liberty.
- Approval of mortgage financing for the Catskill Hospitality Holding, LLC and Catskill Hospitality Operating, LLC project, which involves the construction of a limited service hotel in the Town of Thompson.

The Governance Committees of the County of Sullivan IDA, Sullivan County Funding Corporation, and The Sullivan County Infrastructure Local Development Corporation met on August 14 in accordance with New York State Law.

Staff members continue to field inquiries from various companies interested in starting up or expanding in Sullivan County, and we are working closely with the Partnership for Economic Development, Sullivan County Planning Division, Hudson Valley AgriBusiness Development Corporation, and other partners to identify and assemble available financial incentives and technical assistance resources. We are currently working with one applicant for IDA revolving loan funds.

During September staff will prepare draft 2018 budgets for all three agencies, for review by the agencies and adoption in October. Also, as local municipalities begin to prepare their 2018 budgets, staff is assisting by providing current PILOT information and answering any questions that arise.



#### Report to Legislature - SEP 2017

#### A. General Operations

- We have executed the agreement between the county and the Partnership relative to the Old Route 17 I/C corridor study. We are waiting for final executive with participating municipalities at this time at which point will we seek funding and begin the request for services process.
- RFP's have been requested and received for a 6 month marketing campaign dedicated promoting training programs and a public service message to existing businesses tied to being prepared for the accelerated growth in the hospitality industry sector. An ad hoc group made up of our workforce development agencies, IDA, partnership and the county manger will oversee the execution of this effort.
- Unemployment remained relatively stagnant at 4.3% for the month. However, there are currently 300 more people employed compared to July of last year, which indicates more people finding jobs including some that were not counted in past unemployment rates due to not actively looking for work.
- The Partnership will hold its Annual meeting on Thursday Oct 5, 2017 at the Ramada Event Center in Rock Hill. Ryan Eller, President & CEO of Empire Resorts will be the special guest Speaker

#### **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%	4.4%	4.3%	, consultation of the	2003-00 September 1	27/02/04/07/04/04	CORRESPONDED IN CORRESPONDED I	AND	January Control (Manual Street
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:** SUNY Sullivan Board of Directors Annual Retreat, Public Service Commission Assemblywoman Gunther, Senator Bonacic, Regional Transportation Coalition (TTAP).

#### B. Project Updates

#### a. Corporate Attraction

- We met with a developer and principals representing the Grossinger's property.
   The developer is interested in former hotel properties featuring a signature golf course as well as the potential for other amenities. Developing...
- We have received an inquiry for a large brewery interested in locating to New York. The facility may be as large as 100,000sq. ft with ancillary equipment included. The site consultant is seeking both existing facilities and green space options.
- 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. TBD

#### b. Small Business/Entrepreneurial Development

- We have assisted both Seminary Hill Cider and Catskill Distilling with their respective ESD CFA applications. Both will be investing in facilities, equipment and jobs further enhancing our growing food and beverage industry. Catskill will be applying for marketing money for a special event initiative as well.
- We have met with a firm that is interested in a shrimp raising facility. The facility will be indoors in a controlled atmospheric environment. The company is currently selling product to New York City restaurants from its current location. We have shown five locations for the 1<sup>st</sup> of three twenty five thousand sq. ft facilities that will be needed for the operation and its expansion. Developing.....

#### c. Business Expansion

• 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. Special thanks to Mid Hudson Region ESD offices for their assistance. Update: we will be hosting a special event marking the opening of the facility later this fall.

#### d. Shovel Ready Sites

- We are waiting for municipal agreements to be executed for the Old 17 Corridor project at this time.
- **e. Membership Education** please see monthly investor updates as well a September *Business Edge* publication.

#### Sullivan County Chamber of Commerce Update: September 2017

#### **Networking Opportunities:**

- Networking Breakfast at SC Adult Care Center 60+ people
  - o These are monthly networking opportunities offered the First Friday of every month.
- YELFEST9 9/13/17
  - o When: Wednesday, September 13, 2017 from 5:30-9:00pm
  - Where: Bethel Woods Center for the Arts Event Gallery, 200 Hurd Road, Bethel, NY 12720
  - SCYP: Sullivan County Young Professionals are proud to celebrate its 9<sup>th</sup> Anniversary at YEL! Fest on Wednesday, September 13th, 2017 from 5:30-9:00pm at the lovely Bethel Woods Center for the Arts Event Gallery. We are the living proof that having a career in Sullivan County is not only possible, but supreme. Grand prize drawing of 2 2018 Season Lawn Passes to Bethel Woods! If you believe in young professionals staying in your backyard, help sustain the only group in Sullivan County solely dedicated to that goal. See our available sponsorship levels!
  - Networking games, raffles & more! We are showcasing New York produced liquor & beer! You can use your drink vouchers to taste delicious spirits from Bashakill Winery, Catskill Distilling Company, Prohibition Distillery & Roscoe NY Beer Company. Music, DJ & Trivia game entertainment provided by Partymaster. Plus, photo souvenirs provided by ND Pro Media, Inc. Our grand prize giveaway is for <u>TWO 2018 SEASON LAWN PASSES</u> <u>TO BETHEL WOODS</u> valued at nearly \$1000! Purchase your ticket in ADVANCE and receive TWO chances to win.
- Sullivan County Chamber of Commerce Annual Meeting & Pride Awards Gala
  - November 16, 2017 at The Eagle's Nest. Tickets are \$75/person. Tables of ten are \$700.
     The Eagle's Nest, 58 Eagle's Nest Road, Bloomingburg, NY 12721.

Join us in celebrating a year in review and in honoring individuals as the Pride of our County. The Pride Awards Gala will be held in conjunction with our annual meeting & holiday party on Thursday, November 16th at The Eagle's Nest in Bloomingburg, NY and will honor 5 individuals from throughout Sullivan County for their community involvement and their contributions to the economic development of the county. The five winners selected were for Businessperson of the Year, Distinguished Achievement in the County, Distinguished Service to the County, Young Emerging Leader and one Township Award; all to be honored at this prestigious ceremony.

"Everyone in Sullivan County was invited to participate in the nomination process. It is a way to honor people throughout Sullivan County that wouldn't normally get recognized, but these individuals deserve the most prestigious recognition. Our distinguished and dedicated committee of Past Businesspersons' of the Year winners comprise the selection committee. It is an honor to work with such incredible contributors to the County in an effort to commend these businesses and individuals." said Cathy Paty, President/CEO of the Sullivan County Chamber of Commerce.

#### 2017 Pride Award Winners are:

- Businessperson of the Year- Darlene Fedun, Bethel Woods Center for the Performing Arts
- Distinguished Achievement Award- Brian Rourke, Law Office-Downtown Barn -Oscar Brown's
- Distinguished Service Award- Ira & Ruby Gold, Sullivan Fire Protection
- Township Award (Rockland) Phil Eggleton, Trout Town Adventures & Guide Services
- Young Emerging Leader- Katrina Graby, SCYP- Liberty Mutual Insurance CBA

#### Website:

- Full access to our membership list and their contact information
- Our Partners & Annual Sponsors
- · Relocation Guide
- Additional Marketing Opportunities
- County information/local business association information
- Website listing with search ability by name, category and keywords
  - o Contact information
  - o Image (logo)
  - o Map
  - o Website & Social Media Platform integration
- Members only section
  - o Account Management
  - Event Registration
  - o Invoice Payment
  - o Primary and individual logins available
  - Post Coupons to the public or members only
  - o View Member to member discounts
  - o Post jobs
  - Post events/functions
  - o Post news releases
  - o Referral reporting

#### **Relocation Guide:**

 Sullivan County Chamber of Commerce & Industry Inc. has released its 2017 Relocation & Resource Directory. In partner with the Community Development Grant (Sullivan Renaissance) and the Plans & Progress Grant (County Planning Department), and ad sales, the Sullivan County Chamber of Commerce could produce an exceptional marketing tool to be used throughout Sullivan County and beyond.

Within its 95 pages, you will see beautiful descriptions of each township and village, each school district, attractions & areas of interest, personal and professional resources and MORE! This beautiful book will have a two-year shelf life. You can also download an electronic PDF Flip book on the Chamber's website – <a href="www.catskills.com">www.catskills.com</a>. Each Chamber member received a free general listing. All marketing ad opportunities were promoted throughout the business community to both members and nonmembers. Sale of the 2019 Guide will begin in the Fall of 2018.

For more information on how to get YOUR copy or to pick up larger quantities to showcase at YOUR business, contact the Chamber 845-791-4200 or email <a href="mailto:chamber@catskills.com">chamber@catskills.com</a>

#### **AUGUST 2017**

# SULLIVAN CATSKILLS HIGHLIGHTS

- ➤ AUGUST 2017: August proved to be a busier than usual month both in visitors and media. SCVA would like to take this opportunity to thank our marketing members who participated in the production of these media placements and hosting our visitors.
- ▶ RECENT PRESS: Media placements varied from high end glamping to boutique accommodations to outdoor attractions. These placements were in regional, national and international outlets. CBS New York; Scottish Sun; Daily Mail UK; Lonely Planet; Family Circle; Escape Brooklyn; Metro; Gothamist; Variety; Haunted Trails of New York; Grubfather; Wall St Journal; New York Upstate; mommypoppins.com; onlyinyourstate.com HVParent.com; Thrillist; InsideHook; Times Magazine; On the Water Magazine.
- ➤ **TO BE PUBLISHED:** Family Fun is doing an article family fly fishing. T Magazine is doing an article on September 10<sup>th</sup>. An Irish writer is touring in September for an article in the UK.
- ➤ BRAND USA: Brand USA is producing a national video on the music venues in the US and recently filmed Bethel Woods Center for the Arts and Museum to be included in the video. Brand USA is also sponsoring a FAM trip of 6 media and a Brand USA rep to the Sullivan Catskills in September. SCVA is also part of the Brand USA Australia marketing.
- ➤ **DIRTY DANCING WEEKEND:** Dirty Dancing made its way back into the Sullivan Catskills with many visitors partaking of the various venues and lodging packages

- SOCIAL MEDIA: Social media continues to grow on Facebook with 20,000 fans, Twitter and Instagram have doubled over the last month and blog post along with exceptional photography continues to build the brand for the Sullivan Catskills and the new web site
- 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.
- > 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. "The River Unites Us" conference is planned for September 28<sup>th</sup>.
- ➤ PHOTOGRAPHY: SCVA continues to work with several photographers and videographers to increase the amount of high quality photos and videos 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.
- > RESORTS WORLD CATSKILLS: Meeting with Executive Director of Guest Services to discuss updates and partnerships
- ➤ WOODSTOCK 50<sup>TH</sup> ANNIVERSARY: The excitement is building already as we approach
- ➤ MOTORCYCLE RIDE PROMOTION: Working with local motorcycle enthusiasts to develop motorcycle rides throughout the Sullivan Catskills with attractions, restaurants and lodging. Our first rides will be ready for Fall.

➤ CATSKILL FILM COMMISSION: Meeting to discuss qualifying stage space, discuss updates to web, logistics for recent filming request and presenting at Big Eddy Film Festival

#### Community and Economic Development Committee Center for Workforce Development Report August 3, 2017

#### 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	6/28/17 - 8/27/17	118	70	Achieve Rehab & Nursing ADP Total Source Any time Home Care Ben Ciccone Inc. BOCES of Ulster County Burger King Charter Communications Community Health Aide Services County of Sullivan Crystal Run Village DAS Staffing EEA Security Services Fallsview Hotel Horizon Medical Group I Zakarin & Sons Inc. Ideal Snacks Irwin Siegel Agency JJJ Concrete Corp Jeff Bank Luzon Oil Co. Inc. MB Food Processing Inc. New Hope Community Polo Hospitality LLC Rock Hill LLC Rolling V Bus Corp. Roscoe Nursing Home Stage Door Manor Superior Surfacing Thompson Sanitation Verona Oil Co. Inc. Villa Veritas Foundation Inc. Walker Valley Veterinary

- Participated in a Veterans' Fair at SUNY Sullivan on August 17. This event was
  organized by Congressman Faso and brought a number of community service
  providers together to meet with Veterans.
- The regional work on the Hospitality industry continues bringing together the representatives from industry, education, workforce development, and economic development to form the Hudson Valley Catskill Hospitality Skills Alliance. The focus right now is on the development of a career pathway for the industry and the creation of entry level work readiness/personal effectiveness training.
- 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. Update: 6 are working; 7 in training; 6 pending training.

The next boot camp is scheduled for the Fall.

- The 2017 Summer Youth Employment Program has ended. The program provided 6 weeks of paid work experience to 69 Sullivan County youth at 25 work sites. Work sites are public, nonprofit and/or private sector businesses. Highlights from the summer include:
  - A group of Monticello youth working with ENGN using art to explain what they see as priorities for the Village. Sullivan County Democrat article attached.
  - As part of a group of Monticello youth, one SYEP youth participated in a mentorship program at Advance Testing Materials in Campbell Hall. A graduation celebration was held on August 23<sup>rd</sup> at the company.
- Work continues on implementation of new legislation, Workforce Innovation and Opportunities Act (WIOA). Policies and structural changes are under development. One Stop Operator agreement is in place, the Memorandum of Understanding (MOU) between the Workforce Development Board and the workforce system partners is under review in Albany and work has begun on the 5 year Local Plan that must be completed by the end of October.

#### Meeting Highlights:

- 7/26 Meeting with Patterns for Progress staff person
- 8/7 Resorts World Dealer information session
- 8/7 Sullivan Renaissance reception and awards
- 8/9 Healthy Sullivan meeting
- 8/9 SC Child Care Council Board meeting
- 8/17 Town of Bethel Wellness Committee

#### **Unemployment Rates**

Month	2017 Sullivan	2016 Sullivan	2017 Hudson	2017	2017
	County	County	Valley	New York State	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	4.4	4.3	4.5	4.5	4.5
July	4.3	4.2	4.5	4.9	4.6
August					
September					
October					
November					
December					

For June 2017, Sullivan County had a lower unemployment rate then Westchester County and Orange County. The County ranked 14<sup>th</sup> in the State.

- Putnam County 4.2 percent
- Dutchess County 4.4 percent
- Rockland County 4.4 percent
- Sullivan County 4.4 percent
- Ulster County 4.4 percent
- Westchester County 4.5 percent
- Orange County 4.6 percent

### **Labor Market Profile**

#### **Resident Civilian Labor Force and Nonfarm Employment**

#### **SULLIVAN COUNTY**

July 2017, June 2017, July 2016

Category		Jun 2017	Jul 2016	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	36,700	35,200	36,400	1,500	4.3%	300	0.8%
Employed	35,100	33,700	34,800	1,400	4.2%	300	0.9%
Unemployed	1,600	1,600	1,500	0	0.0%	100	6.7%
Sullivan County Unemployment Rate	4.3%	4.4%	4.2%	-0.1		0.1	
NYS Unemployment Rate	4.9%	4.5%	5.0%	0.4		-0.1	
US Unemployment Rate	4.6%	4.5%	5.1%	0.1		-0.5	
Total Nonfarm	29,100	27,900	28,500	1,200	4.3%	600	2.1%
Total Private	23,100	21,600	22,500	1,500	6.9%	600	2.7%
Goods-Producing	2,400	2,400	2,400	0	0.0%	0	0.0%
Natural Resources, Mining and Construction	1,100	1,100	1,000	0	0.0%	100	10.0%
Manufacturing	1,300	1,300	1,400	0	0.0%	-100	-7.1%
Service-Providing	26,700	25,500	26,100	1,200	4.7%	600	2.3%
Private Service-Providing	20,700	19,200	20,100	1,500	7.8%	600	3.0%
Trade, Transportation and Utilities	4,500	4,500	4,500	0	0.0%	0	0.0%
Information	100	100	100	0	0.0%	0	0.0%
Financial Activities	1,100	1,000	1,100	100	10.0%	0	0.0%
Professional and Business Services		1,600	1,500	0	0.0%	100	6.7%
Education and Health Services		7,800	7,500	100	1.3%	400	5.3%
Leisure and Hospitality	4,400	3,300	4,300	1,100	33.3%	100	2.3%
Other Services	1,100	900	1,100	200	22.2%	0	0.0%
Government	6,000	6,300	6,000	-300	-4.8%	0	0.0%

## COUNTIES RANKED BY UNEMPLOYMENT RATE JULY 2017

RANK	COUNTY	RATE	RANK	COUNTY	RATE
1	Columbia County	3.6	29	Tioga County	4.8
2	Saratoga County	3.8	29 Tompkins County		4.8
3	Hamilton County	3.9	34	Cayuga County	4.9
4	Seneca County	4.0	34	Greene County	4.9
5	Ontario County	4.1	34	Otsego County	4.9
5	Washington County	4.1	37	Herkimer County	5.0
5	Yates County	4.1	38	Monroe County	5.1
8	Genesee County	4.2	39	Erie County	5.2
9	<b>Dutchess County</b>	4.3	39	Kings County	5.2
9	Nassau County	4.3	39	Madison County	5.2
9	Putnam County	4.3	39	Schoharie County	5.2
9	Sullivan County	4.3	43	Clinton County	5.3
9	Warren County	4.3	43	Franklin County	5.3
14	Albany County	4.4	43	Richmond County	5.3
14	Essex County	4.4	43	Steuben County	5.3
14	New York County	4.4	47	Chemung County	5.4
14	Queens County	4.4	47	Delaware County	5.4
18	Rensselaer County	4.5	47	Fulton County	5.4
18	Rockland County	4.5	50	Broome County	5.5
18	Schuyler County	4.5	50	Cortland County	5.5
21	Orange County	4.6	50	Jefferson County	5.5
21	Schenectady County	4.6	50	Lewis County	5.5
21	Suffolk County	4.6	50	Montgomery County	5.5
21	Ulster County	4.6	55	Chautauqua County	5.6
21	Wayne County	4.6	56	Cattaraugus County	5.7
21	Westchester County	4.6	57	Niagara County	5.9
27	Onondaga County	4.7	57	Orleans County	5.9
27	Wyoming County	4.7	59	Oswego County	6.0
29	Chenango County	4.8	60	Allegany County	6.4
29	Livingston County	4.8	61	Bronx County	6.8
29	Oneida County	4.8	62	St. Lawrence County	6.9

# For existing 15 K. Raites more than \$30,000 for Hospice, 88



### **Creative ideas for** Monticello's future



### Peace, love and Shabbat

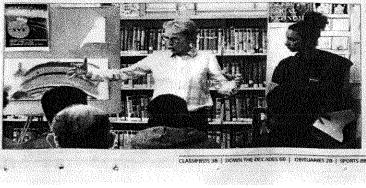












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