



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

SULLIVAN COUNTY LEGISLATURE
Community and Economic Development Committee
December 1, 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:

- 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	10/26/16 – 11/20/16	13 people	11 businesses	Christmas Tree Shops Ethan Allen Staffing GT Operating Co Independent Home Care Rolling V Bus Corp US Alliance Federal Credit

- ❖ The WIOA Final Rules were issued on June 30. Work continues on updating policies, procedures and partnerships.
- ❖ Continue to meet with businesses to discuss hiring, training and retention issues.
- ❖ Developed 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. Currently the program is being reviewed by the State and is awaiting approval.
- ❖ Meeting Highlights:
 - 11/2 – REAP Board meeting
 - 11/7 – MCS critical partner meeting
 - 11/9 – Healthy Sullivan 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					
December					

Labor Market Profile

Resident Civilian Labor Force and Nonfarm Employment

SULLIVAN COUNTY

October 2016, September 2016, October 2015

Category	Oct 2016	Sep 2016	Oct 2015	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	33,600	34,000	33,600	-400	-1.2%	0	0.0%
Employed	32,100	32,400	32,000	-300	-0.9%	100	0.3%
Unemployed	1,600	1,600	1,600	0	0.0%	0	0.0%
Sullivan County Unemployment Rate	4.7%	4.7%	4.8%	0.0		-0.1	
NYS Unemployment Rate	5.0%	5.1%	4.7%	-0.1		0.3	
US Unemployment Rate	4.7%	4.8%	4.8%	-0.1		-0.1	
Total Nonfarm							
Total Nonfarm	26,100	26,200	25,800	-100	-0.4%	300	1.2%
Total Private							
Total Private	20,100	20,400	19,800	-300	-1.5%	300	1.5%
Goods-Producing							
Goods-Producing	2,800	2,800	2,300	0	0.0%	500	21.7%
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%
Service-Providing							
Service-Providing	23,300	23,400	23,500	-100	-0.4%	-200	-0.9%
Private Service-Providing							
Private Service-Providing	17,300	17,600	17,500	-300	-1.7%	-200	-1.1%
Trade, Transportation and Utilities	4,500	4,400	4,600	100	2.3%	-100	-2.2%
Information	200	200	100	0	0.0%	100	100.0%
Financial Activities	700	800	900	-100	12.5%	-200	-22.2%
Professional and Business Services	1,600	1,600	1,500	0	0.0%	100	6.7%
Education and Health Services	6,400	6,400	6,500	0	0.0%	-100	-1.5%
Leisure and Hospitality	2,500	2,800	2,500	-300	10.7%	0	0.0%
Other Services	1,400	1,400	1,400	0	0.0%	0	0.0%
Government	6,000	5,800	6,000	200	3.4%	0	0.0%

**COUNTIES RANKED BY UNEMPLOYMENT RATE
OCTOBER 2016**

RANK	COUNTY	RATE	RANK	COUNTY	RATE
1	Columbia County	3.5	32	Allegany County	4.7
2	Tompkins County	3.6	32	Herkimer County	4.7
3	Saratoga County	3.7	32	Monroe County	4.7
4	Albany County	4.0	32	Schoharie County	4.7
4	Nassau County	4.0	32	Sullivan County	4.7
4	Ontario County	4.0	37	Chenango County	4.8
4	Putnam County	4.0	37	Cortland County	4.8
4	Yates County	4.0	37	Delaware County	4.8
9	Dutchess County	4.1	37	Erie County	4.8
9	Hamilton County	4.1	37	Schuyler County	4.8
9	Rensselaer County	4.1	42	Clinton County	4.9
9	Washington County	4.1	42	Queens County	4.9
13	Otsego County	4.2	42	Tioga County	4.9
13	Rockland County	4.2	45	New York County	5.0
13	Suffolk County	4.2	46	Franklin County	5.1
13	Ulster County	4.2	46	Montgomery County	5.1
17	Genesee County	4.3	46	Orleans County	5.1
17	Onondaga County	4.3	49	Broome County	5.2
17	Orange County	4.3	49	Fulton County	5.2
17	Schenectady County	4.3	51	Chemung County	5.3
17	Seneca County	4.3	51	St. Lawrence County	5.3
17	Westchester County	4.3	53	Cattaraugus County	5.4
23	Cayuga County	4.5	53	Niagara County	5.4
23	Essex County	4.5	53	Steuben County	5.4
25	Greene County	4.6	56	Chautauqua County	5.6
25	Livingston County	4.6	56	Richmond County	5.6
25	Madison County	4.6	58	Jefferson County	5.7
25	Oneida County	4.6	59	Kings County	5.8
25	Warren County	4.6	59	Oswego County	5.8
25	Wayne County	4.6	61	Lewis County	5.9
25	Wyoming County	4.6	62	Bronx County	7.7

ACTIVITY REPORT –NOVEMBER 2016
COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY, SULLIVAN COUNTY FUNDING CORPORATION, THE SULLIVAN COUNTY INFRASTRUCTURE LOCAL DEVELOPMENT CORPORATION

November 22nd, 2016

The regular IDA Board meeting on October 17th was recessed to November 2nd. At its November 2nd reconvened meeting, the Board authorized a mortgage for the Metallized Carbon Corporation project, and approved an increase in the authorized sales and use tax abatement for this project. The increased sales and use tax benefit reflects additional construction activity to be undertaken by Metallized Carbon Corporation, and will bring direct and indirect benefits to the local economy. The Board also adopted a resolution consenting to the transfer of the Crystal Run Healthcare property from one real estate investment trust to another.

At its November 2nd meeting, the Board also discussed a proposed new Uniform Tax Exempt Policy for Community Distributed Generation projects. The proposed policy will assist commercial scale solar developers to undertake projects here in Sullivan County. The policy will also assist municipalities interested in hosting these projects, enabling them to collect PILOT payments without the burden of administering PILOT agreements. A presentation on the proposed program is available at www.sullivanida.com. Following the meeting, IDA staff notified all taxing jurisdictions of the proposed policy, and the public comment period is open through December 6th.

The regular IDA Board meeting scheduled for November 14 was recessed and will reconvene on Monday, November 28th.

Staff continues to administer over 45 IDA tax abatement projects. During November, IDA staff began to prepare and issue PILOT bills, annual lease statements, and employment information requests to our projects. Staff will spend the coming months focused on this effort, to ensure that all PILOT payments are received and distributed to the taxing jurisdictions in a timely manner.

PILOT and employment information, as well as other details about the IDA and our projects, must be submitted to the New York State Authorities Budget Office via the Public Authorities Reporting Information System (PARIS) by March 1, 2017. Staff will spend the winter months compiling and submitting this information. PARIS filings are also required for the Sullivan County Funding Corporation and The Sullivan County Infrastructure Local Development Corporation.

At its November 2nd meeting, The Sullivan County Infrastructure Local Development Corporation Board of Directors approved a memorandum to be delivered to the Town of Thompson, reporting on the special assessments to be collected for the coming bond year for the Adelaar Special Districts. The Board also adopted a resolution authorizing a Water Storage Improvements Agreement and License Agreement with the Village of Monticello. These agreements will facilitate the construction of water storage improvements that are necessary for the development of the proposed water park at Adelaar. TSCILDC, as the owner of the infrastructure associated with the Adelaar project, must contract with the Village for the construction of the water storage improvements.

Jen Flad and Julio Garaicoechea



Report to Legislature – December 2016

A. General Operations

● 2016 Highlights

- At this time last year the Montreign project was on the cusp of ramping up for its heavy construction. Today we see the multiple stories in the sky line from route 17/I -86. Much construction has been completed to date with much more to go. Please keep in mind that as you here about other projects projecting early opening in 2017, they are much smaller in overall scale, and Empire Resorts has taken prudent and expensive steps in strategically locating parking, common area development, the entrance to the site and many more development issues. In addition early opening by other sites provides an important window on how the State will be interacting at all levels with the facilities. It will provide the very least insight on how not to approach certain aspects of complying with regulatory demands etc. The impact has been already across the county and beyond with a sense of positivity not felt here in the business community in a very long time. Organic investment in properties long left in disrepair is a very positive sign among many. Look to a much busier 2017 construction season ahead across all sectors.
- The speed at which the Veria Lifestyle project is moving is truly impressive. A projected soft opening in fall of 2017 is certainly beginning to look realistic as the facility is undergoing HVAC/Electrical and in the coming months the beginning of FF&E followed by finishing work to be done. We have been seeing much interest in the project as we having been fielding calls specifically about this project.
- Our small business services remain steady as we have met with approximately 30 small business prospects and funded three with one be processed at this time. IN 2017 we will be reviewing our guidelines, looking to funding sources to bolster our loan funding and expand our reach with industry specific funding products if funding can be secured.
- Our board retreat will be taking place on Dec 9. At the retreat we review the work done in FY 2016, project for FY 2017 with budget approval, review internal operations, review our strategic priorities and formulate our program of work for 2017.
- Please feel free to join Partnership investors at our Holiday Celebration at 5:30 on Dec 15 at the Pickled Owl in Hurleyville.
- While there was a cautioned question as to why the unemployment rate went down last month, please keep in mind that we still remain a seasonal market place which affects all sectors. However, we are lengthening that season considerably which will be further

broadened once the casino project is complete. What is more important is the annual average that has steadily been dropping year to year reflecting a positive trend for this indicator.

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				4.8%
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, CCA, Hudson Valley Economic Development Corporation, Sullivan County Chamber of Commerce, East Broadway Development Corridor Steering Committee.

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. Awaiting updates to business plan at this time.
- 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 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.

- 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.

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.

- e. Membership Education** – we will be planning the 4th annual SEQRA conference immediately after our annual meeting. At this time the date will be for this educational conference will be March 15, 2017. Look for update communiqués over the next several months. This year’s conference will look to review more in depth development issues regarding the process and specific mandated reviews. Continuing education credits will be sought after for municipal professionals, as well as engineers and planners.

NOVEMBER 2016

SULLIVAN CATSKILLS

HIGHLIGHTS

- **WEB SITE:** New design of the web site is progressing along to mirror the overall branding and image growth of the Sullivan Catskills
- **I LOVE NY MEDIA NIGHT:** SCVA attended a press media night in NYC where we met a variety of writers to promote our Sullivan Catskills.
- **MARKETING PLAN:** SCVA continues meeting with media outlets in business and leisure markets as well as individual niche markets for 2017 placements. SCVA is looking to place digital advertising along the main corridors leading into the Poconos.
- **TRADE SHOW:** Reviewing and planning full trade show schedule which will include consumer, group, meetings & conferences as well as international.
- **2017 TRAVEL GUIDE:** SCVA is finalizing the 2017 cover and theme along with updated listings and categories.
- **NAT GEO MARKETING:** Working with the three Destination Marketing Organizations from Sullivan Catskills, Poconos and Northern Jersey, SCVA and these partners are creating a promotional piece to cross market at various shows and media events.
- **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. Plans for several trade and media familiarization tours are already under way.
- **PUBLIC RELATIONS:** Working with The Door and I Love NY PR firms, our tourism partners have hosted another round of travel writers in October. To date the stories generated from writers hosted by our members have added millions of dollars in earned media.
- **CATSKILL FILM COMMISSION:** The film crew working in Liberty have finished after a month long of work in the area. Looking forward to seeing the finished product.
- **FILM TAX CREDIT:** Governor Cuomo signed the long anticipated Film Tax Credit for the Sullivan Catskills. Assemblywoman Gunther's tenacious

support of this bill should be commended as the positive economic impact to our Sullivan Catskills is tremendous.

- **ANNUAL DINNER AND HOLIDAY PARTY:** Save the Date on December 1st at Mr. Willy's Restaurant.