



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

SULLIVAN COUNTY LEGISLATURE
Community and Economic Development Committee
March 5, 2015
11:30 A.M.

***Committee Members: Ira Steingart (Chair); Alan Sorensen (Vice Chair);
Jonathan Rouis; Kathy LaBuda; and Gene Benson***

AGENDA

PRESENTATION:

1. Update: Broadband/Telecom Working Group

DISCUSSION ITEMS: None

RESOLUTIONS: None

DIVISION/PROGRAM UPDATE:

- Workforce Development – Laura Quigley
- Community & Economic Development – Freda Eisenberg
- IDA - Jennifer C.S. Brylinski
- 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 Investment Act (WIA) Adult, Dislocated Worker & Youth	1/28/15 – 2/24/15	37 people	32 businesses	A Alport & Son Inc CP Ward Inc – 2 County of Sullivan – 3 Crystal Run Healthcare Darlind Construction Dynamic Plumbing Heating Golden Hill Nursing Home Grundman Mechanical Independent Home Care – 2 Indoor Environmental MB Food Processing Mountain candy New Hope Newburgh Egg Pecks Market Pete’s Market Pinegrove Ranch Robert Green Auto & Truck Samaritan Village SJR Trucking Sullivan Flotation Systems Sullivan West Central School SYDA Foundation Town Center Pharmacy United Natural Foods Vertex Construction Wendy’s

- ❖ The CWD and the Partnership are leading the effort to create a comprehensive and coordinated workforce development plan that will address the employment and training needs of the county as a result of the coming large development projects. An initial meeting of Sullivan County partners will be on held March 10 to create the framework for moving forward.

- ❖ The 5th Annual Non-Profit Leadership Summit is scheduled for March 4th at Bethel Woods. This year's theme, *Working Together for Healthier Communities and Improved Quality of Life* is in collaboration with Marist College's Dept. of Public and Non Profit Administration and NYCON, bringing together healthcare providers with the region's diverse nonprofit organizations and businesses, all of which stand to benefit from working together. Tickets are \$45 and the event will run from 8:00 am – 4:00pm.
- ❖ The Workforce Development Institute (WDI) in partnership with Assemblywoman Gunther, the Teamsters, and Center for Workforce Development will be holding a forum on March 6 entitled *Child Care – A Critical Building Block in the Sullivan and Orange County Economy*. Attendees will learn about WDI's Child Subsidy Facilitated Enrollment Program. This program is an opportunity to provide access to funding for working individuals who are ineligible for existing programs. The forum will be held at the Wurtsboro Library from 1pm – 5pm. The agenda is attached. This is another opportunity to bring additional resources to our workforce in Sullivan County so they can be in a position to take advantage of the coming economic development.

Unemployment Rates

Month	2014 Sullivan County	2013 Sullivan County	2014 Hudson Valley	2014 New York State	2014 United States
January	8.9	10.7	6.3	7.3	7.0
February	9.2	10.4	6.6	7.7	7.0
March	8.4	9.6	6.0	7.3	6.8
April	6.8	8.8	4.8	6.1	5.9
May	6.9	8.6	5.3	6.4	6.1
June	6.6	8.5	5.3	6.5	6.3
July	6.6	8.1	5.7	6.8	6.5
August	6.1	7.6	5.4	6.1	6.3
September	6.3	8.1	5.1	5.6	5.7
October	6.4	7.9	5.1	5.7	5.5
November	6.6	7.9	5.0	5.8	5.5
December	6.7	7.9	4.7	5.7	5.4



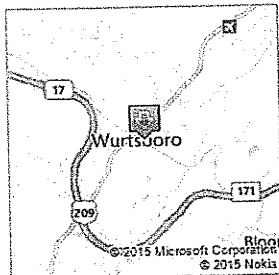
When

Friday March 6, 2015 from 1:00 PM to 4:00 PM EST

[Add to Calendar](#)

Where

Mamakating Library
128 Sullivan Street
Wurtsboro, NY 12790



[Driving Directions](#)

Contact

Mary Jane Bertram, WDI Regional Director, Hudson Valley
Workforce Development Institute
845.567.1213
mjbertram@wdiny.org

CHILD CARE – A Critical Building Block in the Sullivan and Orange County Economy

Join us for a dialogue on CHILD CARE – A Critical Building Block in the Sullivan and Orange County Economy. Good for Children; Good for Working Families; Good for Business and Economic Development.

THE AGENDA *(More Details To Follow)*

- 1:00 – 1:15 **Welcome and Introductions**
- 1:15- 1:25 **Welcome Words**
- 1:25 - 1:35 **Framing the Issue**
- 1:35 – 2:50 **High quality, affordable child care is good for children, working families, business and economic development**
- 2:50 – 3:05 **The WDI Child Care Subsidy Facilitated Enrollment Program**
- 3:05 – 3:30 **Working Parents Speak**
- 3:30 – 3:45 **Action Steps**
- 3:45 – 4:00 **Wrap-up**

For additional information, call:

Mary Jane Bertram, WDI Regional Director, Hudson Valley

845.567.1213

mjbertram@wdiny.org

www.wdiny.org

Register Now!

ACTIVITY REPORT – MARCH 2015
COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY

February 24, 2015

The IDA held its regular meeting on February 9, 2015. At that meeting the Board did an annual review of their Mission Statement, Performance Measurement Report, Disposition of Real Property Guidelines, Investment Policy, and Procurement Policy. The NYS Authorities Budget Office requires the Agency to review and approve these documents annually. These items can be found on the Agency's website. A special meeting of the IDA was held on February 26 for the Board to discuss the status of the 2015 PILOT payments that have been made by its projects.

In February, despite the inclement weather, work continued on the Red Meat project in the Village of Liberty. Approximately 85% of the building structure is complete. Work continued on drafting the request for proposals for operation of the facility, and networking with potential operators to generate interest. Equipment for the facility was purchased and is being stored until delivery to the site. Staff continues to monitor all grant requirements and track the overall project budget.

IDA staff continued working on the 2015 PILOT bills, and information needed for the FY 2014 PARIS report is being accumulated, including employment numbers. The Agency had its annual audit during the week of February 8th. Work on the audit is expected to be completed by mid-March for its submittal to the State by the end of March.

With respect to other agricultural economic development programs and initiatives, IDA staff continues to attend meetings of the Sullivan County Legislature's Ag Advisory Board. Staff also attends meetings of the Advisory Board's farmland protection planning subcommittee and also assists the Sullivan County Planning Division in its development of a local dairy processing facility.

The Agency worked with several small businesses regarding IDA and Sullivan County Funding Corp (SCFC) loan programs. In coordination with the County Planning Department and the Sullivan County Partnership for Economic Development a site visit to a potential loan recipient occurred, as did other loan work. The results of the site visits were compiled and information was submitted to the IDA's loan committee for review for possible action at its March meeting.

Jennifer CS Brylinski
Jen Flad



Report to Legislature March 2015

A. General Operations

1) **Casino Update**

- SCP in Partnership with CWD has been actively moving forward with the coordination of a large scale concerted workforce development and training effort to prepare for anticipated skill set requirements for direct/indirect jobs associated with the development. We have spoken to SCCC, BOCES, CCE, SCVA, SC Chamber, Empire and Adelaar, and all have conceptually agreed that bringing together the strengths of each organization under one concerted effort to prepare our workforce for the coming demand is critical. The first exploratory meeting has been tentatively scheduled for **March 10**.
- I was invited to attend a meeting called by Empire with Orange County business association executives. The purpose of the meeting was to seek interest by neighboring contractors, specifically in those who are MWBE certified. As a requirement there are procurement goals that must be met relative to firms under this category. As construction is of primary concern right now, outreach to of course Sullivan and to neighboring counties regionally is must.

2) **Internal/External Marketing –**

- Stay tuned for upcoming special events providing information and opportunities for existing Sullivan County business relative to the Montreign/Adelaar developments.
- In response to our private sector effort, which has already resulted in meeting our matching requirement per our contract for services with the county the SCP Board would like to thank the legislature for its vote of confidence once again this year in approving the contract for FY2015. We anticipate a tremendous season when the weather breaks as the interest has already increased dramatically.

3) **Community Outreach –** Renaissance, HVEDC, SC Chamber, CFA Internal project procurement workshop. We will be attending the upcoming Pattern, meet the county executives' event.

B. Project Updates

a. **Corporate Attraction**

- We have responded to a lead for a green bio-friendly liquid battery manufacturer developed at MIT. A Start Up NY candidate the project would be consistent with SCCC's green renewable energy efforts. Update: The site selection process is now official. Dr. Karen Hilgersom and I have had communication with the firm as far back as last year in preparation for this official search. The outreach was conducted by WEDA.

- We have submitted a proposal in response to an Italian firm looking to build a food processing facility that produce high end cured hams and specialty meat products. The company is seeking to construct a 50,000 facility in the US and has visited Sullivan county sites already. TBD
- We have submitted a site proximate to SCCC for consideration of a cheese processing facility. The firm would be eligible for Start Up as it falls within the 1 mile threshold. The site has access to water and sewer which is a must. The project falls within SCCC's world nutritional arts focus. Update. The engineer working for the client has responded favorably to the location thus far.
- We have submitted our proposal and letter of interest to site selectors seeking a location for a Silicon Valley based firm that produces electronics for appliances. SCCC and Start UP NY are a good fit for this prospect. The facility would be small to mid-sized and could take advantage of the smart labs and analytics efforts the college is undertaking at this time. TBD.
- A local business man is in the process of purchasing a spark plug manufacturing business and will be relocating it to Sullivan County. The business is a 100 year old firm and currently produces for the wholesale market internationally. The new owner plans to introduce a consumer division which will create many more jobs than the five it now requires and more expansion investment as well. *Update: Developing business plan and final financing. NTR*
- We are in discussions with a New York City chef interested in establishing a chocolate factory in Sullivan County. He has been touring several hamlets as part of his due diligence. The gentleman has ties to the area. Update: Two areas have been toured, Livingston Manor and Hurleyville. A business plan is being developed at this time based on where the prospect will ultimately choose as a location. Update: The principal has scheduled a meeting with SCIDA, Planning and SCP for this week to begin moving forward with this project. Possible CFA candidate.
- We have met with an NYC producer of Healthy Fruit juices. They are looking to establish a processing facility in Sullivan County. May be a start up NY candidate. Update: Principal met with SCCC to explore mutually beneficial steps moving forward. The meeting went very well and the firm has formally applied for Start UP NY.

b. Small Business/Entrepreneurial Development

- The Partnership Revolving Loan Committee will be reviewing an application for a film production/editing startup looking to establish a facility in Sullivan County on 2/23. A location and the bulk of financing is in place. The SCIDA, Planning and SCP visited the site in Parksville and much of the base work has already been completed.
- The Partnership Revolving Loan Committee will be reviewing a loan for small beverage producer looking to expand in Sullivan County.
- IWW funds available \$99,000 There are currently 10 loans within this program:
- SI funds available \$ 18,000 There are currently 11 loans with this program:

c. Business Expansion

Automotive body shop will expand to a fully owned facility from existing leased space. The move will create 2-5 additional net new jobs.

d. Shovel Ready Sites

An existing owner of a key development site along the old route 17 corridor is in the process of updating engineering, addressing site plan changes, and finalizing "Shovel Ready" status on the property. As an owner of several key parcels in the Thompson/Liberty area the principal is looking to move ahead in the areas of workforce development retail and Light Industrial applications, all stemming from the Casino licensing decision. Update: Site owners have engaged new professionals to review existing work and fully complete the approvals process.

e. Cluster Development

NTR

f. Membership Education

Plans for an educational forum relative to preparing for Resort Destinations in the 21st Century are beginning to formulate. A joint effort of the SCVA and SCP, it is geared at addressing a broad array of issues related to the demand expectations of a development the size and scale of Adelaar/Montreign, the added demands of Veria Lifestyle and the anticipated ancillary development, directly and indirectly associated with this development. The goal is to better prepare our existing businesses to capitalize on this opportunity and to bring awareness to challenges if any, early on. There are other similar developments sure to follow. Update: MWBVE will be a primary focus of this effort.

**SULLIVAN COUNTY VISITORS ASSOCIATION
CED REPORT
FEBRUARY 2015**

PROJECT/MEETING	SPONSOR LOCAL/STATE NATIONAL/INTERNATIONAL	STRATEGY	STRENGTHS	TIMELINE/COMPLETION	IMPACT
Travel Shows	SCVA & Partners	Attend travel destination shows in the target markets(Golf, Family Leisure, Sports and group)	All	2015	Increase awareness of the Sullivan County Catskills to the traveling public.
New Hotels	SCVA	Met with two developers working on smaller hotels in Sullivan County	Lodging	2015	Increase room inventory and sales tax revenue
Mysteryland, USA	IDT & SCVA	Working dialogue to develop the greatest economic impact of this three day festival	Event	Memorial Day weekend	Increase tax revenue and spending
Livingston Manor Business Meeting	Sullivan County, Livingston Manor, Sullivan United	Develop a CFA for development along Main Street	Community	2015	Increase business into Livingston Manor
Web Site Enhancement	SCVA	To maintain cutting edge performance of the web site	All	Spring 2015	Continue the high profile visibility for visitors seeking information on the Catskills
Disney Hospitality	SUNY Sullivan SCVA, SC Chamber	Provide a comprehensive hospitality training program for businesses in Sullivan County	All	April through 2015	Prepare new and existing businesses and employees with new skill set.

Eat Kitchen Opening	Sullivan County Extension	Culinary	All	January 30, 2015	Support of the agricultural industry
Delaware Valley Jitney UPDATE	SCVA and partners	Study and implement a transportation option for the Delaware River corridor	N/A	2015	Survey was sent and received over 190 responses in favor of a transportation route along the Delaware from NYC
Tourism Industry Coalition	TIC members	Upcoming Tourism Action Day and legislative issues	All	2015	Facilitate legislation statewide on behalf of the tourism industry
SC Trail Task Force	SC, SCVA and various partners	Plan for inter-connective trail system	Outdoors and health	2015	Establish and promote trail system for residents and visitors
Path Through History Itinerary building	NYS, Path Through History Partners	Promote the historical sites in Sullivan County	History & Culture	Ongoing	Promote the historical venues to increase revenue and visitation
2015 Travel Guide	SCVA	Promotion of the Sullivan County	All	January 2015	Increase visitation with a high impact travel guide
SCVA Winter Photo Contest	SCVA and members	Increase awareness of winter season	All	December & January	Increase visitation
2015 Travel & Trade Shows	SCVA and partners	Attend a variety of travel and trade shows promoting the Sullivan County Catskills	Outdoors, Arts & Culture, Meetings	January-June	Increase awareness of the Sullivan County Catskills as a travel destination to national and international travelers

Chelsea Cavanaugh Concert	I Love NY, SCVA, SC Chamber, Holiday Mtn., Thunder 102	Organize a concert event in January presenting a up and coming Country singer doing concerts at ski areas in NYS	Outdoor rec event	January 2015	Increase exposure of Holiday Mtn. and SC Catskills
Mysteryland, USA	IDT, Bethel Woods & SCVA	Coordination of Memorial Day weekend with Mysteryland's return	Event	Memorial Day Weekend	Increase visitation and sales tax generation
Brand USA	SCVA, CATS, I Love NY	Promote the Catskill Region to the international traveler	Outdoors, Arts & Culture	2015	Increase visitation and spending by UK and German market
TrailKeeper.org	SCVA, SC Planning, Catskill Mountainkeeper, CCE and Morgan Outdoors	Outdoor activity and health with Coordinated hikes through the year as well as self-guided from the website	Outdoor rec	On-going	Increased awareness of the hiking and biking trails in SC as well as promoting healthy lifestyles
Northeast Regional Wrestling Tournaments	SCCC & SCVA	Event	All	Jan-March 2015	Working with the organizers and local business to host 3 wrestling events with special lodging and amenity discounts.
NJCAA Championships	SCCC & SCVA	Event	N/A	March 2015	Hosting the NJCAA championship and highlighting the SC Catskills

SC Sportsmen's Expo & Outdoor Rec	SCVA, SCCC, SC Democrat, SC Chamber	Promote the outdoor recreational opportunities	Outdoor rec	March 2015	Increase awareness and visitation
Green Expo	Hospitality Green, Delaware Conservancy, SCVA and Regional Partners	Planning for 2 nd Expo	All	April 2015	Educate businesses on green initiatives and hospitality
Hospitality Training Sullivan Pride	SCVA, SCCC, Renaissance, BOCES, private businesses	Build a better hospitality experience for visitors and offer business Disney Training	All	January-May	Improve visitor experience and quality of life for residents
2015 Bagel Festival Meeting	SCVA and Bagel Fest	Event planning for the 2015 Bagel Fest	Event	August 2015	Expand Bagel Fest and increase visitation
Farmland Protection Plan	Sullivan County	Develop a plan to enhance agricultural productivity and profits	Agritourism	2015	Increase the agricultural industry in Sullivan County
Catskill Cuisine	SCVA/CATS Region	Partners are in the planning stage of promoting a Catskill Cuisine event promoting agricultural product	All	Fall 2015	Increase awareness of farm fresh products by creating an event to highlight these products and increasing visitation and sales
VIATOR travel site	I Love NY	Promotion of Upstate NY through a national and international travel web site	All	2015	Increased promotion under the I Love NY marketing

Snowmobile Meeting	SC Trails, SC Partnership & SCVA	Promote the snowmobile trails and winter activity	Winter sports	2015	Increase promotion of snowmobile trails and winter sports
Simple View	SCVA	To stay on cutting edge of web site improvements	All	2015	Increased usage of web site and functionality for users And businesses
Wine, Brew & Spirit Trail	SCVA	Promote our many wineries, breweries and distilleries in SC	Agriculture	2015	Working with a volunteer to coordinate a trail map of wines, brews and spirits
E-Commerce	SCVA & Large Media	Promote and assist local business with sales on-line	All	On going	Increase sales and promotion for local businesses