



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

**SULLIVAN COUNTY LEGISLATURE**  
**Community and Economic Development Committee**  
*October 1, 2015*  
*11:30 A.M.*

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

***AGENDA***

**PRESENTATION: None**

**DISCUSSION ITEMS: None**

**RESOLUTIONS: None**

**DIVISION/PROGRAM UPDATE:**

- IDA - Jennifer C.S. Brylinski
- Partnership for Economic Development – Marc Baez
- Visitors Association - Roberta Byron-Lockwood
- Workforce Development – Laura Quigley
- Community & Economic Development – Freda Eisenberg

**PUBLIC COMMENTS:**

**ACTIVITY REPORT – OCTOBER 2015**  
**COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY**

September 22, 2015

The IDA held its regular meeting on September 14<sup>th</sup> and a reconvened meeting on September 18<sup>th</sup>, 2015. At those meetings the Board approved two significant resolutions. The first resolution approved the application of Montreign for the development of an enhanced project. This enhanced project was approved at the Town level and it significantly increased the total investment by the developer in the project by approximately \$150,000,000. The second resolution appointed Veria Lifestyle Inc as agent of the Agency to commence the construction phase of the project. This will include a 131 room wellness center resort, an 18 hole golf course, indoor swimming pool, and a museum. Approval was also given to this project by the Town.

Both of these resolutions were approved after Public Hearings on September 14<sup>th</sup> for both the Montreign Enhanced Project and the Veria Lifestyle Phase II Construction Project. The public hearing comment period was then held open until September 17, 2015, at 5:00 pm.

The construction of the building shell of the Red Meat Facility in Liberty is substantially complete and building equipment has been purchased. The electrical service is currently being installed and the plumbing in the building will be completed soon. Staff continues to monitor all grant requirements and track the project budget.

With respect to agricultural economic development programs and initiatives, IDA staff has assisted in the development of the Sullivan County Farmland Protection Plan and serves on the new Agricultural Task Force, which will implement the plan. Staff 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 SCFC loan programs, and has been part of the County's Microenterprise Assistance Program and County's Workforce Partners meetings.

Jennifer CS Brylinski  
Jen Flad



## Report to Legislature October 2015

### A. General Operations

#### 1) **Activities**

- We have been spending the bulk of this past month working on two significant projects. The first is a proposed \$200 million Resort Destination Water Park (See details below). The second is a manufacturer of specialty components for the aviation industry. (See details below). Both projects would be significant wins for Sullivan County in terms of overall investment and a step to begin diversifying our economy further. Update: Each of the two projects indicated are moving forward a differing levels progress, albeit both positively. The manufacturer is agreeable to the site and is conducting due diligence moving forward.
  
- The Catskills Workforce Alliance group met this week with update and go over ongoing activities. Laura and her team was successful at securing much needed grant funding for the labor shed analysis that will be critical to economic development recruitment now and well into the future. SCCC has begun structuring the framework for the 1<sup>st</sup> of what we anticipate will be many institutes. It will be centered on hospitality in preparation for anticipated workforce demand. Look for launch to take place 2016 barring any unforeseen setbacks.
  
- Unemployment on a downward trend while not telling the whole story certainly bodes well for an expected economic turnaround soon.

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual Avg.
2015	7.2%	7.0%	6.4%	5.9%	5.6%	5.3%	5.3%	4.8%					
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%
2012	10.3%	10.6%	10.1%	9.2%	9.1%	8.9%	8.5%	8.2%	8.5%	8.5%	8.5%	9.4%	9.1%

- 2) **Internal/External Marketing** – the Sullivan County Partnership will be holding its 21<sup>st</sup> Annual Meeting and Celebration event on October 8, 5:30-8:30PM at the Sullivan in Rock Hill, NY.
- 3) **Community Outreach** –I have been speaking to a variety of senior, rotary and business organizations continually relative to Economic Development issues.
- 4) **Meetings:** New York State Economic Development Council, two site tours, two new prospect meetings, Sullivan County CED, HVEDC, SUNY Sullivan.

## B. Project Updates

### a. **Corporate Attraction**

- We have responded to an additional inquiry interested in developing a Hotel featuring an indoor water park. The project proponents claim to have site control and are completing due diligence at this time. Update: We have met with the proposed development group. We teamed up with the SCVA to tour key properties in Sullivan County to give the prospects a taste of what the current and future development landscape holds for future developers. A letter of intent has been drafted. *Update: The parties have reached an agreement on terms. We expect a presentation forthcoming with conceptual design and further details. Update: Principals visited on September 17&18. A meeting was held with local professionals the development team anticipates working with through the various stages of the proposed project. The second meeting was to introduce the team and the concept to local officials and immediate stakeholders to gauge response and answer any questions. Both meetings went very well.*
- A prospect that went cold for a while has resurfaced. Initially, a 60 year old producer of metalized carbon/graphite bearings for use in industrial and aerospace applications was seeking a shovel ready green field to construct a pilot plant on. The plant was scheduled to be 10,000sq. ft to start with expansion in year three up to 30,000sq. ft. The company is based in Westchester with offices in Singapore and Mexico. They are now interest in an existing facility and have indicated they like an existing facility in Sullivan County in the Town of Bethel. The facility was a former metals building and looks to fit well with the needs of the client. **Update:** the firm has made an offer on a building in Bethel. It should be noted that the town officials were exceptional in answer any locally related approvals and site specific issues.

An offer was made on the facility but the negotiating parties have not agreed to a price as of yet. The firm is looking in other locations including a Greenfield site in Sullivan County. The prospect is interested in one of our Greenfield sites. Update: A Sullivan County site seriously in play for this project.

- Hydroponic produce growing and packaging firm has expressed interest in Sullivan County. The discussions are preliminary but interest in SCCC, START UP NY and the focus on the Healthy World Institute is a major factor in the decision process.

**b. Small Business/Entrepreneurial Development**

- IWW funds available \$108,143 There are currently 9 loans within this program:
- SI funds available \$ 99,867 There are currently 7 loans with this program:
- Six loans have been fully paid this year.

**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. SCP has approved financing. Bank financing took longer than expected but has been approved. Update: Finalizing environmental analysis before closing. Update II: the environmental analysis is complete and loan closing date is forth coming. Awaiting closing date.

**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: Project professionals will be presenting to the Town Planning Board in August. Coupled with a CFA for water/sewer infrastructure planning, if successful this will begin to put the necessary elements in place for a true shovel ready IC corridor. Update II: project has been delayed one month but is proceeding forward. TBD

**e. Cluster Development**

Based on hopefully a positive outcome with Metcar we will be exploring ancillary firms in associated business categories to start attracting linked firms. TBD.

**f. Membership Education**

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

PROJECT/MEETING	SPONSOR LOCAL/STATE NATIONAL/INTERNATIONAL	STRATEGY	STRENGTHS	TIMELINE/COMPLETION	IMPACT
TIC Advisory Meeting	Tourism Industry Council	NYS tourism strategies	All	Sept 30, 2015	Plan for State-wide promotion and recommendations
CVB Meeting	NYS CVB's	Discussion meeting planner strategies for increased business	Conference & Meetings	Sept 28 & 29, 2015	Increased conference and meetings revenues
WJFF Sunday Brunch	WJFF	N/A	N/A	Sept 27, 2015	Fund raiser
Beaverkill Studio Open House	Beaverkill Studio	New business	All	Sept 26, 2015	Increased business opportunities
2016 Travel Guide	SCVA and partners	Collection of data and development of new guide	All	2015	Produce a comprehensive guide for 2016
New Attraction	SC Partnership	Meet with developer on plan to build attraction and lodging	Lodging	Sept. 18, 2015	Increased revenue
Start Up NY Stewart Airport	ESD and Start Up NY	Increase business opportunities at Stewart by giving it the ability of partnering with colleges for Start Up NY	N/A	Set. 17, 2015	Work to include Sullivan County airport
Geo-Tourism Committees	National Geographic	Webinar on program	Natural Assets, Delaware River	2015-2016	Increase promotion and visitation

NYS Lottery	I Love NY and lottery	New promotion of vacation regions at State Fair and scratch offs	All	2015-2016	Promotion of the Sullivan Catskills through a lottery promotion packages.
NYC Media Night	I Love NY, Finn Partners, CATS, SCVA	Promote the Catskills local foods to media writer and concierges	All	Sept 9, 2015	Increase visibility of the CATS Region to food writers.
Heart-A-Thon	WSUL/WVOS	N/A	N/A	Sept. 3, 2015	Quality of Life
Film Commission	SCVA & partners	Develop a Catskill film commission	All	2015	Increase ability to assist production of films and commercials thereby increasing job opportunities and revenue
REAP Board Meeting	REAP	Agriculture	N/A	Sept. 2, 2015	N/A
Digital sign at 1500 Broadway	SCVA & partners	Update of the digital billboard to promote upcoming Fall season & events	Fall & events	August 27, 2015	Increased visibility to millions of travelers in the NY Metro area promoting SC Catskills
2016 Travel Guide	SCVA & partners	Data updates and collection for 2016 travel guide	All	January 2016	Production of a comprehensive guide for visitors
Niche Maps	SCVA & partners	Promote the niche markets within SC Catskills	Farm Fresh Artisanal Beverage Trail Museum Map	2015	The creation of these maps present the visitor an opportunity to follow these trails bringing business to participates.
2015 Travel Guide	SCVA	Promotion of SC Catskills	All	2015	The 2015 travel guides continue to be requested in record numbers again this year



NYSTIA Meeting and Brochure delivery	NYSTIA & ILNY	Promotion at the NY State Fair ILNY information center	All	August 26, 2015	Increased visitation
Sullivan County Historical Society Roundtable	SCHS	Exhibit highlighting the Concord Resort, Past, Present, Future	N/A	August 23, 2015	Highlights the great exhibits at SCHS
National Parks Nat Geo	National Parks and National Geographics	A grant was secured by National Parks to develop a Nat-Geo promotion of the Delaware River corridor	Natural assets	2015-16	Promotion of the Delaware River corridor to visitors
Beaverkill Studio Meeting	SCVA & Beaverkill Studio	Private company opening a production studio in Parksville to attract for film production	All	August 19, 2015	Increased visibility of the Catskills as a movie area with increased spending by film crews and work for residents.
Roscoe Town Garden Ribbon Cutting	Roscoe Chamber	Increased business to main street with new business	All	August 14, 2015	Added value to the Roscoe area for tourists.
ILNY Licensing & Branding	ILNY & CATS	To better promote the Region with ILNY brand	All	2015-16	Utilizing more of the ILNY brand to promote the areas tourism products
Meeting with Realtor	Pamela Henning & SCVA	Improve communications with SC Realtors	Second Home	2015-16	As a growing revenue generator for SC, second home owners increased spending
Yoga Festival	Bethel Woods & SCVA	Promote upcoming yoga festival	Event	September	Increased attendance to new event

Sullivan County CFA's	SCVA and various partners in Sullivan County	Working with every CFA being submitted to assist or write support letters	All	July 31, 2015 deadline	Working to secure funding for businesses and concepts through the CFA process
Toronto Travel writer	SCVA & Finn Partners	Toronto Travel writer travelling through NYS in August to do story on great things in NYS & SC	N/A	August, 2015	Media exposure to the Canadian market through a travel story. SCVA partner will host
Narrowsburg School	Weidans	Assist the develop group with ideas for the school transformation	New Development	July 18. 2015	Met with the Weidans to discuss the various aspects of their tourism business plan
Valley Table Meeting	SCVA & Valley Table	Marketing and sponsorships by Valley Table for local food and beverage assets	Agriculture and local food	2015-16	Promotion of SC agricultural product to the greater Hudson Valley, NY Metro area.
Brand USA Meeting	SCVA & Brand USA	Marketing International	All	2015-16	Discuss options for the continued effort to market internationally under the I Love NY banner
Mid-Hudson Council	REDC	Regional Meeting to discuss assets	All	July 17, 2015	Meet with the Regional Council to discuss our assets and concerns for Sullivan County as part of the Mid-Hudson Region.

Eagle Express	SCVA, Rolling V and hamlets along the Delaware	Provide transportation along the Delaware corridor	N/A	July 2015	The program ran well but ridership was limited. Looking to revamp and hopefully subsidize the program
Sullivan United Mixer	SCVA, Partnership, Chamber, IDA	Promotion of the various projects going on the Concord property	All	July 15, 2015	As a united front the economic development group is working to promote the positive growth of the SC Catskills
Meeting with ND Pro Media	SCVA & ND Pro	Video library	All	2015	Completion of video library of events and attractions in the Sullivan County Catskills
Meeting Beaverkill Film group	Beaverkill Film	Film and video	Marketing	2015	Working with the Beaverkill Film group to develop their business
URI Tourism	Patterns for Progress	Build the information for tourism in the Mid-Hudson/Catskills tourism	All	Ongoing through application phase	Patterns for Progress is submitting the URI for the Mid-Hudson and including Sullivan County assets
CATS Meeting	Catskill Region	Marketing & CFA	All	July 7, 2015	The four counties of the Catskill Region met to finalize the 2015 marketing plan and are doing a CFA to Ride the Catskills with DEC

Golden Shovel Ceremony	Veria Lifestyles, Partnership, SCVA	The ground breaking ceremony for the \$100 million Zliving resort	Lodging and wellness	June 21, 2015	This will bring international attention to Sullivan County
I Love NY bottles	I Love NY & SCVA	Cross market for a greener NY with reusable water bottles	N/A	2015	Quality of life
2016 International Promotion	Brand USA, I Love NY, SCVA	Plan for the 2016 international market expansion	All	2016	Increased international markets, visitors and spending
Cooperative Extension	Cooperative Extension & SCVA	Work together to promote agritourism and programs offered by Cornell	Agriculture	2015	Better service agricultural community
URI Tourism Initiative	Patterns for Progress	Continue to develop strategies	All	2015	Increased grant revenue
Digital and first person marketing	Madden Media & SCVA	Meeting to develop additional digital marketing and first person experiences	All	2015	Increased visitation and spending
SC Workforce Committee	SC Workforce	Strategy session to develop goals and plans for increased workforce demands	N/A	2015	Increase employment opportunities for residents with new development
SC Trail Committee	SC, SCVA, and partners	Develop a county-wide trail system	Outdoors	2015	Increase visitation and use of trails plus quality of life
Eagle Express	Delaware communities, Rolling V and SCVA	Provide a mode of transportation to the Upper Delaware Scenic Byway	All	Last weekend in June through July	Slow with reservations for first week but soliciting a writer to do an article

Coach USA	Coach USA & SCVA	Strategize increasing bus traffic and cross promotion to bring a large market niche to SC Catskills	All	2015	Increased visitation from NYC and NJ
NYC Sales Exchange	DONY & SCVA	Meet with NYC based tour and travel receptives to bring groups and FIT from NYC to Catskills	All	June 10, 2015	Increased visitors and spending
Video production	NDPRO Media & SCVA	Develop several videos highlighting events, attractions and businesses. Started with the Trout and Tractor parades and businesses in the general area.	All	2015	Increased video promotion to increase visitor spending
URI research on Tourism pod	REDC & Patterns for Progress, SCVA	Meeting to discuss the tourism projects that can be recommended for the Sullivan County Catskills	All	2015	Developing a URI that will bring additional marketing dollars into the Sullivan County Catskills
IPW	Travel Industry of America, Brand USA, I Love NY	Promote visitation to the SC Catskills from the international market	All	May 30-June 4, 2015	Increased visitation of the international traveler.
Mysteryland USA	IDT, BW, SCVA	Successfully promote a three day event.	All	May 22-24, 2015	Increased business revenue to entire Sullivan County
Livingston Manor CFA	Sullivan County Planning, Livingston Manor, Partnership, SCVA, IDA	Develop a Main Street CFA for 2015 rounds of funding	Attraction	2015	Increased business and revenue

China City, Culinary Institute of America	China City	Major Chinese restaurant owners to invest in SC Catskills	All	May 22, 2015	Bring in high end Chinese restaurants
Meeting with new REDC Director Meghan Taylor	NYS, SCVA, Dutchess	Highlight the importance of tourism in the SC Catskills	All	May 21, 2015	Working to receive additional funding from CFA's
Meetings with interested developers	N/A	Entice additional investment	All	2015	Increased business development
Workforce Region 1	Sullivan County Workforce	Develop a strategy to fulfill jobs coming from new development	N/A	2015	To secure jobs from Sullivan and surrounding counties where needed
Monticello HS promotion	SCVA & Monticello HS	Promotion of the Monticello School district as a place to relocate	Quality of life	2015	Production and distribution of marketing the district to new residents expected with the additional build out
Roscoe Brewery Grand Opening	Roscoe Beer Company	Promotion of a new attraction	Craft brewing	May 9, 2015	A new attraction to destination to provide visitors with new experience
Australia Ready	I Love NY	Promote to a growing Australia market	All	2015	Provide more international visitor spending
CFA and Agricultural grants	SCVA, IDA and communities	Secure grants and funding for the expansion of agricultural product	Agriculture	2015	Increased revenue and sales

SCVA Literature Exchange	SCVA	Prepare our businesses for the upcoming season, network with other tourism businesses and receive further education on hospitality	All	May 7, 2015	Enhance visitor experience and provide members with tools to succeed
Disney Hospitality Training Seelig Theater	SUNY Sullivan, SCVA, SC Chamber	Training available to businesses in Sullivan County through Disney Quality Training	All	May 6, 2015	Provide one on one training for better visitor hospitality
Kite Festival	SUNY Sullivan, SCVA	Event	Event	May 2, 2015	Visitor spending
Escapemaker Taste of NY	SCVA and partners	Promote our agricultural product in NYC	Agriculture	May 2, 2015	Increased opportunity for our agricultural producers
Thunderbash 2015	Thunder 102, SCVA, Monticello Casino & Raceway	Event promotion	Events	May 1&2, 2015	Promotion
NYSTIA Empire State Tourism Conference	New York State Tourism Industry Association	To work together with I Love NY and the other tourism regions on new ideas for promoting tourism in NYS	All	April 27-29, 2015	Efficiently promote NYS to visitors
Regional Tourism Roundtable	SCVA, Sullivan County	To work with the neighboring counties in Region 1 to prepare for the Montreign/Adelaar project	All	2015	Additional visitor spending
Media Marketplace, NYC	Finn Partners, I Love NY, CATS	Promote media stories for earned value	All	April 23, 2015	Produce articles to entice travel to the Catskills
Power Up	SUNY Sullivan	Sustainable energy	N/A	April 22, 2015	N/A

SEE Project	Not for Profit		Help kids in three larger school districts attend cultural venues	N/A	2015	N/A
China Tour	Thompson Group		High end Chinese restaurateurs to Sullivan County	New Development	April, 2015	Tour of Culinary Institute and Sullivan County
Path Through History Call	Mid Hudson/Catskill Region		Plan for upcoming Heritage Faire at Locust Grove and 2015/16 marketing	History & Culture	April 17, 2015	Market Historic sites in Region
Green Tourism Conference	Delaware Highlands Conservance/Green Hospitality		Green Sustainable program	All	April 14, 15, 2015	Provide businesses the opportunity to learn about green practices that save money and service a growing environmentally conscious visitor
Disney Training	SUNY Sullivan, SCVA, SC Chamber		Hospitality Training for train the trainer	All	April 12-15, 2015	Offer businesses the ability to train staff to give visitors an enriched experience
CATS Conference call	CATS Region		Regional Marketing Plan	All	2015	Increase marketing funds to reach targeted markets
Day to Day	SCVA and its members		Distribution of travel guide, place advertising, increase presence on social media, develop story lines	All	2015	Increase visitation and spending.



Broadband	Sullivan County	Work with State, county and businesses	All	2015	Work to increase broadband in county thereby increasing business opportunities
UPDATE Eagle Express	SCVA and partners	The Eagle Express is up and running from end of June through July	Delaware River corridor	June 2015	Increased visitation along the Delaware River corridor
Craft Beer Alliance	SCVA, IDA and local craft beverage producers	Seek grant funds to promote the craft beverage industry in the Region	Agritourism	2015	Increased revenue generated by the craft beverages
Workforce Development	SCVA & SC workforce	To strategize for the increased need for workers with new developments	N/A	2015	Increase ability for residents to become employed
Sportsmen Expo	SCCC, SCVA, SC Chamber and partners	Kick off the outdoor season with an expo promoting the Sullivan County Catskills	Outdoors	March 21, 2015	Although the weather played a role in attendance this year it was still an overall success. Visitors came from as far away as New Jersey for the expo
Workforce Housing	SCVA & Montreign	Secure lodging for construction workers	Lodging	2015-2017	Increased opportunity for lodging properties revenue and sales tax by providing lodging to workers during off peak days and season.

Media Story	Bob Henderson, writer	Creation of an article on the historical and new development	All	2015	Increased awareness of new development and the promotion of the County in general
Paths Through History	Tale of Two Rivers Heritage Fair	Plans for Heritage Fair in May to promote historical sites & museums	History & Culture	May 17, 2015	Increase awareness and visitation to our historical sites and museums
SCVA Board Retreat	SCVA	Plan and strategize organization's work plan	All	March 18, 2015	Better serve the Sullivan County Catskills tourism industry through promotion and advertising.
NJCAA Championships	SUNY Sullivan & SCVA	Promotion	Event	March 12-14, 2015	Visitor spending
Bi-lingual Project	Renaissance & SCVA	Create a plan for bi-lingual visitation	All	2015	N/A
SCCC Advisory Board	SUNY Sullivan	Strategic Planning	All	March 12, 2015	College curriculum
Hospitality Consulting Team	SCVA & SC Partnership	Economic Development	All	March 12, 2015	N/A
Sullivan Leadership	SC Foundation	Education to leadership group	All	March 11, 2015	Education
Tourism Action Day	NYSH&TA, TIC	Inform State leaders on tourism industry	N/A	March 10, 2015	Education of our State leaders on importance of tourism to NYS
Barryville Winter Mixer	Barryville Business Assoc.	Presentation	All	March 7, 2015	Meet and greet and update Barryville business
Renaissance Annual Event	Renaissance	Honor businesses and bring together positive attitudes	All	March 7, 2015	Beautification and collaboration

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

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.
Green Expo	Hospitality Green, Delaware Conservancy, SCVA and Regional Partners	Planning for 2 <sup>nd</sup> 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

<b>Farmland Protection Plan</b>	<b>Sullivan County</b>	<b>Develop a plan to enhance agricultural productivity and profits</b>	<b>Agritourism</b>	<b>2015</b>	<b>Increase the agricultural industry in Sullivan County</b>
<b>Catskill Cuisine</b>	<b>SCVA/CATS Region</b>	<b>Partners are in the planning stage of promoting a Catskill Cuisine event promoting agricultural product</b>	<b>All</b>	<b>Fall 2015</b>	<b>Increase awareness of farm fresh products by creating an event to highlight these products and increasing visitation and sales</b>
<b>VIATOR travel site</b>	<b>I Love NY</b>	<b>Promotion of Upstate NY through a national and international travel web site</b>	<b>All</b>	<b>2015</b>	<b>Increased promotion under the I Love NY marketing</b>
<b>Snowmobile Meeting</b>	<b>SC Trails, SC Partnership &amp; SCVA</b>	<b>Promote the snowmobile trails and winter activity</b>	<b>Winter sports</b>	<b>2015</b>	<b>Increase promotion of snowmobile trails and winter sports</b>
<b>Simple View</b>	<b>SCVA</b>	<b>To stay on cutting edge of web site improvements</b>	<b>All</b>	<b>2015</b>	<b>Increased usage of web site and functionality for users And businesses</b>

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

Program Employment Data

Program	Covered Period	# of People Who Found Employment	# of Businesses	Examples of Businesses
Workforce Investment Act (WIA) Adult, Dislocated Worker & Youth	8/26/15 - 9/24/15	22 people	17 businesses	Apollo Security Carol Temporaries County of Sullivan – 3 Golden Hill Nursing – 2 Livingston Manor Central School New York Paving Inc. Park Manor Rolling V Bus – 3 Verona Oil Wendgate Corp

❖ Workforce Partners Group update:

- Group met 6/16 with Laborer’s Local 17. Focus was on job and apprenticeship opportunities with the Trade unions in general and the Montreign/Adelaar project in particular.
- As a result of the meeting with Local 17, a meeting was held on 8/18 at the college to begin discussion on how the college and the union can turn their trainings into a credit bearing certificate and/or degree programs. Follow up continues.
- USDA grant for labor study was awarded. Agreement was signed by the County Manager and work can begin on the labor shed study. First step will be to issue a Request for Proposals (RFP) to workforce consultants and research departments of NYS universities.
- College submitted grant for SUNY workforce funds for the Catskill Hospitality Institute. *More information will be provided at the Board meeting.*
- Submitted proposal to Regional Economic Development Council’s (REDC) Upstate Revitalization Plan to help fund development of Hospitality Alliance. This includes funding for marketing and outreach as well as funds to offset training costs. Request was \$500,000 over five years.
- Planning a regional event at the college for early 2016 to provide information to the public about job openings, job requirements and training opportunities for employment at the Montreign Casino Resort.



- ❖ Business Services Highlights:
  - Discussion with a business to see how we can assist with their employee retention plan.
  - Meeting on need for CDLB drivers. There are a number of openings around the county but not enough appropriate applicants. Putting together two public informational sessions in early October at the One Stop Center to build awareness of the openings and the process to get licensed.
  - Attended Partnership meeting with manufacturing company looking to expand to Sullivan County.
  - Attended Partnership meeting with a company looking to build a water park in Sullivan County.
- ❖ The Workforce Innovation and Opportunity Act (WIOA) replaced the Workforce Investment Act (WIA) effective July 1, 2015.  
 Status of required initial changes:
  - The initial designation of the local workforce area was approved by NYSDOL.
  - The Board was certified by NYSDOL to operate under WIOA.
  - Policies and procedures are being formally updated by Director and One Stop Center Manager to reflect legislation.
  - A review of fiscal policies and procedures is underway.

### Unemployment Rates

Month	2015 Sullivan County	2014 Sullivan County	2015 Hudson Valley	2015 New York State	2015 United States
January	7.2	8.5	5.5	6.5	6.1
February	7.0	8.6	5.3	6.4	5.8
March	6.4	7.9	4.8	5.8	5.6
April	5.8	6.7	4.5	5.5	5.1
May	5.6	6.5	4.7	5.3	5.3
June	5.3	6.2	4.7	5.3	5.5
July	5.3	6.0	5.0	5.4	5.6
August	4.8	5.8	4.5	5.0	5.2
September					
October					
November					
December					

**COUNTIES RANKED BY UNEMPLOYMENT RATE**  
**AUGUST 2015**

<b>RANK</b>	<b>COUNTY</b>	<b>RATE</b>	<b>RANK</b>	<b>COUNTY</b>	<b>RATE</b>
1	Columbia County	3.6	32	Cayuga County	4.9
1	Hamilton County	3.6	32	Oneida County	4.9
3	Saratoga County	3.9	32	Tioga County	4.9
4	Tompkins County	4.1	35	Herkimer County	5.0
4	Yates County	4.1	35	Madison County	5.0
6	Genesee County	4.2	35	Monroe County	5.0
6	Ontario County	4.2	38	Cortland County	5.1
6	Putnam County	4.2	38	Erie County	5.1
9	Albany County	4.3	38	Greene County	5.1
9	Nassau County	4.3	41	Delaware County	5.2
9	Washington County	4.3	41	Schoharie County	5.2
12	Dutchess County	4.4	43	Allegany County	5.3
12	Warren County	4.4	44	Broome County	5.5
14	Essex County	4.5	44	Cattaraugus County	5.5
14	New York County	4.5	44	Chautauqua County	5.5
14	Rensselaer County	4.5	44	Clinton County	5.5
14	Westchester County	4.5	44	Lewis County	5.5
18	Chenango County	4.6	44	Richmond County	5.5
18	Livingston County	4.6	44	Schuyler County	5.5
18	Orange County	4.6	51	Chemung County	5.6
18	Queens County	4.6	51	Kings County	5.6
18	Rockland County	4.6	53	Franklin County	5.7
18	Seneca County	4.6	53	Jefferson County	5.7
18	Wayne County	4.6	53	Niagara County	5.7
25	Onondaga County	4.7	53	Steuben County	5.7
25	Otsego County	4.7	57	Orleans County	5.8
25	Schenectady County	4.7	58	Fulton County	5.9
25	Suffolk County	4.7	59	Montgomery County	6.2
25	Wyoming County	4.7	60	Oswego County	6.4
30	Sullivan County	4.8	61	St. Lawrence County	6.5
30	Ulster County	4.8	62	Bronx County	7.3

# Labor Market Profile

## Resident Civilian Labor Force and Nonfarm Employment

### SULLIVAN COUNTY

August 2015, July 2015, August 2014

Category	Aug 2015	Jul 2015	Aug 2014	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	35,100	35,400	35,100	-300	-0.8%	0	0.0%
Employed	33,400	33,500	33,000	-100	-0.3%	400	1.2%
Unemployed	1,700	1,900	2,000	-200	-10.5%	-300	-15.0%
<b>Sullivan County Unemployment Rate</b>	<b>4.8%</b>	<b>5.3%</b>	<b>5.8%</b>	<b>-0.5</b>		<b>-1.0</b>	
NYS Unemployment Rate	5.0%	5.4%	6.1%	-0.4		-1.1	
US Unemployment Rate	5.2%	5.6%	6.3%	-0.4		-1.1	
<b>Total Nonfarm</b>							
Total Nonfarm	26,900	26,900	26,700	0	0.0%	200	0.7%
<b>Total Private</b>							
Total Private	21,100	21,200	20,900	-100	-0.5%	200	1.0%
<b>Goods-Producing</b>							
Goods-Producing	2,400	2,400	2,400	0	0.0%	0	0.0%
<b>Natural Resources, Mining and Construction</b>							
Natural Resources, Mining and Construction	900	900	900	0	0.0%	0	0.0%
<b>Manufacturing</b>							
Manufacturing	1,500	1,500	1,500	0	0.0%	0	0.0%
<b>Service-Providing</b>							
Service-Providing	24,500	24,500	24,300	0	0.0%	200	0.8%
<b>Private Service-Providing</b>							
Private Service-Providing	18,700	18,800	18,500	-100	-0.5%	200	1.1%
<b>Trade, Transportation and Utilities</b>							
Trade, Transportation and Utilities	4,400	4,500	4,400	-100	-2.2%	0	0.0%
<b>Information</b>							
Information	200	200	200	0	0.0%	0	0.0%
<b>Financial Activities</b>							
Financial Activities	1,000	1,000	1,000	0	0.0%	0	0.0%
<b>Professional and Business Services</b>							
Professional and Business Services	1,500	1,500	1,500	0	0.0%	0	0.0%
<b>Education and Health Services</b>							
Education and Health Services	6,100	6,000	6,000	100	1.7%	100	1.7%
<b>Leisure and Hospitality</b>							
Leisure and Hospitality	3,900	4,100	3,800	-200	-4.9%	100	2.6%
<b>Other Services</b>							
Other Services	1,600	1,500	1,600	100	6.7%	0	0.0%
<b>Government</b>							
Government	5,800	5,700	5,800	100	1.8%	0	0.0%