



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

SULLIVAN COUNTY LEGISLATURE
Community and Economic Development Committee
January 10, 2017
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:

- 1. To authorize an agreement with Westchester County Association for the Implementation of the USDOL Ready to Work Grant in Sullivan County.**
- 2. Authorizing approval of the Board of Directors for the Sullivan County Visitors Association for years 2015-2017, 2016-2018 and 2017-2019.**

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:

**COMBINED: LEGISLATIVE MEMORANDUM,
CERTIFICATE OF AVAILABILITY OF FUNDS
AND RESOLUTION COVER MEMO**

To: Sullivan County Legislature

Fr: Laura Quigley, Director Center for Workforce Development

Re: Request for Consideration of a Resolution: Enter into an agreement with Westchester County Association

Date: December 14, 2016

Purpose of Resolution: [Provide a detailed statement of what the Resolution will accomplish, as well as a justification for approval by the Sullivan County Legislature.]

To enter into an agreement with Westchester County Association to provide services to unemployed residents in Sullivan County as outlined in the US Dept of Labor Ready to Work grant received by Westchester County. This regional grant serves all 7 counties in the Hudson Valley regional workforce area.

Is subject of Resolution mandated? Explain:

No.

Does Resolution require expenditure of funds? Yes No

If "Yes", provide the following information:

Amount to be authorized by Resolution: \$ 122,353.74

Are funds already budgeted? Yes No

If "Yes" specify appropriation code(s): _____

If "No", specify proposed source of funds: USDOL grant through Westchester Association

Estimated Cost Breakdown by Source:

| | | | |
|--------------------|---------------|-----------|---------------------|
| County | <u>\$0.00</u> | Grant(s) | <u>\$122,353.74</u> |
| State | <u>\$0.00</u> | Other | <u>\$0.00</u> |
| Federal Government | <u>\$0.00</u> | (Specify) | _____ |

Verified by Budget Office: 

Does Resolution request Authority to Enter into a Contract? Yes No

If "Yes", provide information requested on Pages 2. If "NO", please go straight to Page 3 and acquire all pre-legislative approvals.

Request for Authority to Enter into Contract with [Westchester County Assoc.] of [1133 Westchester Ave Suite S-217 White Plains NY 10604]

Nature of Other Party to Contract: Out Of County Vendor Other:

Duration of Contract: From 07/01/2016 To 10/31/2018

Is this a renewal of a prior Contract? Yes ___ No

If "Yes" provide the following information:

Dates of prior contract(s): From _____ To _____

Amount authorized by prior contract(s): _____

Resolutions authorizing prior contracts (Resolution #s): _____

Future Renewal Options if any:

N/A

Is Subject of Contract – i.e. – the goods and/or services Mandated? Yes ___ No

If "Yes" cite the mandate's source; describe how this contract satisfies the requirements:

If "No" provide other justification for County to enter into this Contract: [County does not have resources in-house, best source of the subject materials, required by grant, etc.]:

Provides additional training funds to serve more residents.

Total Contract Cost for [year or contract period]: (If specific sum is not known state maximum potential cost): N/A

Efforts made to find Less Costly alternative:

N/A

Efforts made to share costs with another agency or governmental entity:

This is a USDOL grant received by the County of Westchester that will serve the Hudson Valley workforce development region.

Specify Compliance with Procurement Procedures (Bid, Request for Proposal, Quote, etc.)

Person(s) responsible for monitoring contract (Title): Jason Chapin Westchester County Assoc.

Pre-Legislative Approvals:

- A. ^{Assistant} Director of Purchasing: Angem Sew Date 12/15/16
- B. Management and Budget: Janetmy Date 12/19/16
- C. Law Department: [Signature] Date 12/21/16
- D. County Manager: [Signature] Date 12/21/16
- E. Other as Required: _____ Date _____

Vetted in _____ Committee on _____

RESOLUTION NO. INTRODUCED BY THE COMMUNITY AND ECONOMIC DEVELOPMENT COMMITTEE TO AUTHORIZE AN AGREEMENT WITH WESTCHESTER COUNTY ASSOCIATION FOR THE IMPLEMENTATION OF THE USDOL READY TO WORK GRANT IN SULLIVAN COUNTY.

WHEREAS, Westchester County was the recipient of an Eleven Million Dollar Ready To Work grant from the United States Department of Labor (USDOL), and

WHEREAS, Westchester County has contracted Westchester County Association to implement the Ready To Work program, and

WHEREAS, the grant proposal submitted by Westchester County to the USDOL included all counties in the Hudson Valley Workforce Development Region, and

WHEREAS, Westchester County Association wishes to enter into an agreement with the County of Sullivan to implement the Ready To Work program in Sullivan County, and

WHEREAS, Westchester County Association will reimburse the County of Sullivan the amount of \$122,353.74 for work performed by the staff of Sullivan County Center for Workforce Development, for the time period of July 1, 2016 to October 21, 2018, and will further reimburse the County of Sullivan for additional participant On The Job training and incumbent worker training,

NOW, THEREFORE, BE IT RESOLVED, that the Sullivan County Manager is hereby authorized to enter into an agreement with Westchester County Association to implement the Ready To Work program in Sullivan County and to accept reimbursement in an amount of \$122,353.74 for work performed by the staff of Sullivan County Center for Workforce Development, for the time period of July 1, 2016 to October 21, 2018, and to accept further reimbursement for any and all additional participant On The Job training and incumbent worker training.

Moved by _____,
Seconded by _____,
and adopted on motion _____, 2017.

**COMBINED: LEGISLATIVE MEMORANDUM,
CERTIFICATE OF AVAILABILITY OF FUNDS
AND RESOLUTION COVER MEMO**

To: Sullivan County Legislature

Fr: Joshua Potosek, County Manager

Re: Request for Consideration of a Resolution: Authorizing Approval of BOD

Date: January 5, 2017

Purpose of Resolution: [Provide a detailed statement of what the Resolution will accomplish, as well as a justification for approval by the Sullivan County Legislature.]

COMMITTEE AUTHORIZING APPROVAL OF THE BOARD OF DIRECTORS FOR THE SULLIVAN COUNTY VISITORS ASSOCIATION FOR YEARS 2015-2017, 2016-2018 and 2017-2019

Is subject of Resolution mandated? Explain:

No

Does Resolution require expenditure of funds? Yes ___ No

If "Yes, provide the following information:

Amount to be authorized by Resolution: \$ _____

Are funds already budgeted? Yes ___ No ___

If "Yes" specify appropriation code(s): _____

If "No", specify proposed source of funds: _____

Estimated Cost Breakdown by Source:

| | | | |
|--------------------|----------|-----------|----------|
| County | \$ _____ | Grant(s) | \$ _____ |
| State | \$ _____ | Other | \$ _____ |
| Federal Government | \$ _____ | (Specify) | _____ |

Verified by Budget Office: _____ 

Does Resolution request Authority to Enter into a Contract? Yes ___ No ___

If "Yes", provide information requested on Pages 2. If "NO", please go straight to Page 3 and acquire all pre-legislative approvals.

Request for Authority to Enter into Contract with [_____] of
[_____]

Nature of Other Party to Contract: .

Other:

Duration of Contract: From _____ To _____

Is this a renewal of a prior Contract? Yes ___ No ___

If "Yes" provide the following information:

Dates of prior contract(s): From _____ To _____

Amount authorized by prior contract(s): _____

Resolutions authorizing prior contracts (Resolution #s): _____

Future Renewal Options if any:

Is Subject of Contract – i.e. – the goods and/or services Mandated? Yes ___ No ___

If "Yes" cite the mandate's source; describe how this contract satisfies the requirements:

If "No" provide other justification for County to enter into this Contract: [County does not have resources in-house, best source of the subject materials, required by grant, etc.]:

Total Contract Cost for [year or contract period]: (If specific sum is not known state maximum potential cost): _____

Efforts made to find Less Costly alternative:

Efforts made to share costs with another agency or governmental entity:

Specify Compliance with Procurement Procedures (Bid, Request for Proposal, Quote, etc.)

Person(s) responsible for monitoring contract (Title): _____

Pre-Legislative Approvals:

- A. Director of Purchasing: ^{Assistant} Alyson Sears Date 1/9/17
- B. Management and Budget: Janet Myers Date 1/6/17
- C. Law Department: [Signature] Date 1/6/17
- D. County Manager: Josh Toebel Date 1/9/17
- E. Other as Required: _____ Date _____

Vetted in Community & Economic Dev. Committee on 01/10/2017

RESOLUTION INTRODUCED BY THE COMMUNITY AND ECONOMIC DEVELOPMENT COMMITTEE AUTHORIZING APPROVAL OF THE BOARD OF DIRECTORS FOR THE SULLIVAN COUNTY VISITORS ASSOCIATION FOR YEARS 2015-2017, 2016-2018 and 2017-2019

WHEREAS, the Sullivan County Legislature contracts with the Sullivan County Visitors Association to promote tourism in Sullivan County; and

WHEREAS, the By-laws of the Sullivan County Visitors Association requires approval by the Sullivan County Legislature; and

WHEREAS, the County Manager and the Chairman of the Community and Economic Development Committee met with the nominating committee to review Sullivan County Visitors Association's recommendation; and

WHEREAS, the Sullivan County Visitors Association seeks approval of its appointees for Directors over the next 3 years as follows as well as the Officers and Executive Board for 2017:

2015-2017

| | |
|-----------------|--|
| Stacy Cohen | Dancing Cat Saloon, Catskill Distilling |
| Elaine Fettig | Roscoe Rockland Chamber, Roscoe Beer Company |
| Jennifer Grimes | Red Cottage Inc., Country House Realty. |

2016-2018

| | |
|-----------------|--|
| Danielle Gaebel | Natures Content Kitchen |
| Richard Glisson | Monticello Casino & Raceway |
| Elaine Giguere | Delaware Valley Arts Alliance |
| Rick Lander | Lander's River Trips |
| Sims Foster | The Arnold House, North Branch Inn, Nine River Road, Foster Hospitality Supply |

2017-2019 – Newly Elected

| | |
|-----------------|--|
| Paul Carlucci | Villa Roma Resort & Conference Center |
| Tanya Hahn | Jeff Bank |
| Alan Rosenblatt | ECCE Bed & Breakfast |
| Brian Rourke | Downtown Barn, Rourke Law Offices, Oscar Brown's |
| Franklin Trapp | Forestburgh Playhouse, Forestburgh Tavern |
| Paul Ciliberto | Bold Gold Media/Thunder 102 |
| Randy Resnick | Ramada @ The Sullivan Event Center, Bernie's Holiday Restaurant, Crust, Resnick Energy |

2017 Officers and Executive Board

| | |
|-----------------|----------------------------|
| Paul Carlucci | Co-Chairman |
| Elaine Fettig | Co-Chairman |
| Rick Lander | Vice Chairman |
| Richard Glisson | Treasurer |
| Elaine Giguere | Secretary |
| Bill Sipos | Immediate Past Chairman |
| Alan Rosenblatt | Executive Committee Member |

NOW, THEREFORE, BE IT RESOLVED, that the Sullivan County Legislature approves the full slate of Board of Directors to the Sullivan County Visitors Association for years 2015-2017, 2016-2018 and 2017-2019 and the slate of officers and Executive Board for 2017.

ACTIVITY REPORT -DECEMBER 2016
COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY, SULLIVAN COUNTY FUNDING CORPORATION, THE SULLIVAN COUNTY INFRASTRUCTURE LOCAL DEVELOPMENT CORPORATION

January 3, 2017

The IDA's regular Board meeting on November 14th was recessed and reconvened on November 28th. At its November 28th reconvened meeting, the Board authorized the assignment of the Sutphen East Corp. project to HVFG LLC and Hudsut LLC. Sutphen East Corp. has left its facility in the Airport Industrial Park and HVFG LLC and Hudsut LLC plan to utilize this space for value added production of agricultural products and additional frozen product storage. Also on November 28th, the Board approved an extension of the sales tax exemption period for BRR Brothers III, LLC and Sullivan County Fabrication Inc., a metal fabricating facility in the Town of Fallsburg. Finally, the Board consented to and authorized the transfer of fee title of the property that houses the Crystal Run Healthcare facility from one real estate investment trust to another. This transaction closed on December 29th.

At its regular meeting on December 12, the IDA approved extensions of the sales tax exemption periods for several ongoing projects: Metallized Carbon Corp., Veria Lifestyle Inc., Monticello Raceway Management, Inc. and Montreign Operating Company, LLC; Rock Meadow Partners, LLC; EPT Concord II, LLC; Deb El Food Products LLC; Catskill Distilling Company, Ltd.; and RJ Baker Corp. and Beaverkill Studio, Inc. These sales tax extensions are in accordance with the project documents and will facilitate the continued development of the projects as originally approved by the IDA. The Board also approved the fourth quarter payment to the Partnership for Economic Development in Sullivan County, Inc. Finally, following a thirty-day public comment period, the Board adopted an additional Uniform Targeted Tax Abatement Policy, the Community Distributed Generation Uniform Tax Abatement Policy.

December has been a busy month for staff, with the preparation of Payment in Lieu of Tax and Annual Lease statements and preparation for end-of-year data collection and reporting related to the IDA's tax abatement, loan, and grant projects and SCFC's loan projects.

Staff continues to administer all aspects of The Sullivan County Infrastructure Local Development Corporation's (TSCILDC) business. With the execution of the Water Storage Improvements Agreement and License Agreement between The Sullivan County Infrastructure Local Development Corporation (TSCILDC) and the Village of Monticello, engineering work on the water storage improvements is underway and staff is responsible for ensuring the accuracy and completeness of all payment requisitions.

We are currently working with one loan applicant and two applicants for IDA tax incentives, and we expect 2017 to be another busy year.

Jen Flad and Julio Garaicoechea



Report to Legislature – January 2017

A. General Operations

- As we begin 2017 there remains much optimism carried over from last year. Several projects that were going through the planning board process will begin construction soon. Although the jail project is not an attraction the impact it has on our community from a construction jobs, local investment and visual perspective remains very significant. Touring prospects around the county the site work surely adds to the overall construction activity taking place now and makes for a compelling case for those contemplating investing on our county.
- The Metalized Carbon project is proceeding steadily. I spoke with the firm last week and they anticipate beginning to hire in mid to late February. In addition another metal fabrication project is moving along which will continue to bolster the industry sector and continue to diversify job growth here.
- Chris Lockwood will be taking over our Small Business/Entrepreneurial programs in their entirety. He will be reviewing guidelines, underwriting procedures to seek improvements while bolstering the various funds through procurement efforts. Chris will have a more visible role in 2017 at many events and will be representing the Partnership as he continues his growth and progression within the organization. He represents the best of our youth and we hope he will be one of young residents who stays and makes Sullivan County his home.
- Closing the year, though we could only get November figures, and while we know there are those individuals who may have left the workforce all together, the trend over the last three years is significant, cutting unemployment nearly in half. This circumstance will only get better as we introduce new jobs in the coming years ahead.

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% | 4.7% | 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

We have submitted three sites in response to an ESD inquiring relative to a 100,000 sq. ft distribution center. All sites are Industrial Commercial with access to I-86.

b. Small Business/Entrepreneurial Development

- The Partnership has approved a lone to Jeff Sanitation for its expansion at its existing location. We are working with the IDA to coordinate efforts and administrative next steps. The project seeks to expand its operations and complete its transfer station construction efforts.
- Chris Lockwood from our office is working with SC Planning to on an entrepreneurial training program. The series has begun and is proceeding through is full schedule.

c. Business Expansion

- We have met with the principals of We Ship Express 24/7. They will be looking to expand their operations significantly. We have been asked to provide an analysis of expanding at their current location and other locations that could increase their foot print from 33,000 sq. ft. to 100,000. Proportionate increase in employment would of course follow. The company has requested sample illustrations in order to make a prudent business decision.
- 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. Ongoing.

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.

- SUNY Sullivan will be hosting an information session by NYESD on January 25, from 10AM-12PM covering new changes to the Start Up NY program which will make it more user friendly. It will take place at the Seelig Theater.
- e. **Membership Education** –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.

DECEMBER 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. The home page and links are being approved.
- **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.
- **2017 TRAVEL GUIDE:** The travel guide is on press and will be ready for shows and distribution mid-January. SCVA and its partners will be attending several trade and travel shows in January and February.
- **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. The winter promotion is working with Beautiful Destinations and NICHE and will be coming up early January to photograph suggested venues.
- **PUBLIC RELATIONS:** Working with The Door and I Love NY PR firms, our tourism partners have hosted another round of travel writers. A recent blogger Kimberly "Mominthecity" stayed at the Villa Roma and posted your adventure. Other writers visited this month and will be doing stories on Cider, Narrowsburg and craft beer. Plans for next year include highlighting Fly Fishing and the anniversary of Dirty Dancing.
- **ANNUAL DINNER AND HOLIDAY PARTY:** The annual meeting had approximately 200 friends and members attend. A great evening of networking.
- **NYSTIA and Brand USA:** A combined effort culminated in a CFA grant to assist NYS tourism entities to market through Brand USA to an expanded international market.

- **Hospitality Training:** SCVA working with the Sullivan County Chamber and BOCES will be offering front line training to businesses with a kick-off event planned in early February.
- **Food Network:** SCVA is working with Kim Simons, cake master to bring the Food Network to Sullivan Catskills for promotional opportunities with local eateries and SUNY Sullivan.
- **SWDR Executive Meeting:** SCVA attended an executive meeting of the Scenic & Wild Delaware River to further plan and enhance the site and promotions.
- **Special Olympics:** The State-wide Special Olympics Winter Games will be held in the Hudson Valley/Catskills again this year with the skiing events held at Holiday Mountain. Looking for volunteers to help and cheer the athletes.
- **Regional Legislative Action Day:** SCVA will be hosting the Catskill Regional Legislative Reception this year and having a breakfast tentatively set for March 3rd.