



Sullivan County Community and Economic Development Committee

December 7, 2017 AGENDA
11:00 AM

Committee Members:

Ira Steingart, Chair Terri Ward, Vice Chair Joseph Perrello Catherine Owens Nadia Rajsz

Call to Order

Comments:

Reports:

1. County of Sullivan Industrial Development Agency - Jen Flad
2. Sullivan County Chamber of Commerce- Cathy Paty
3. Community & Economic Development - Freda Eisenberg
4. Sullivan County Partnership for Economic Development-Marc Baez
5. Sullivan County Visitor's Association- Roberta Byron-Lockwood
6. Workforce Development - Laura Quigley

Resolution -None:

Public Comment

Adjourn



Sullivan County Community and Economic Development Committee

SULLIVAN COUNTY GOVERNMENT CENTER

PO BOX 5012

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ACTIVITY REPORT –NOVEMBER 2017 COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY, SULLIVAN COUNTY FUNDING CORPORATION, THE SULLIVAN COUNTY INFRASTRUCTURE LOCAL DEVELOPMENT CORPORATION

At its regular monthly meeting in November, the County of Sullivan IDA Board approved an extension of the sales tax exemption period for the Villa Roma Resort & Conference Center project. This extension will facilitate the continued construction and development of the project, in accordance with IDA agreements.

Recently the IDA has been working to assist commercial solar generation projects through its new Community Distributed Generation Uniform Tax Exempt Policy, adopted in December 2016. On November 10, the IDA and NY Delaware I, LLC closed on a commercial solar generation project to be located in the Town of Delaware. On November 22, the IDA and NY Liberty I, LLC closed on a solar project to be located in the Town of Liberty. A third solar project application, for a project to be located in the Town of Delaware, has been received and is pending IDA review and approval.

IDA staff continues to prepare for year-end data collection and reporting. This work will be a major focus through February 2018. Likewise, we have begun the process of collecting payments in lieu of taxes from over 45 projects. These payments will be distributed to the taxing jurisdictions in accordance with the projects' IDA agreements and New York State Law. PILOT and employment information, as well as other details about IDA, must be submitted to the New York State Authorities Budget Office via the Public Authorities Reporting System (PARIS). Staff will be compiling and submitting this information. PARIS filings are also required for the Sullivan County Funding Corporation and The Sullivan County Infrastructure Local Development Corporation.

IDA's staff and CEO continue to work with the Sullivan County Planning Division, Sullivan County Partnership for Economic Development, and other agency partners to foster the development and expansion of businesses through loans, tax abatements, and related forms of assistance.



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Sullivan County Chamber of Commerce Update: December 2017

Networking Opportunities:

- Networking Breakfast was at New Hope Community - Friday, 12/1/17 and was sponsored by The Keats Agency.
- January Networking Breakfast is 1/5/18 and is sponsored and hosted by Ideal Snacks Corp.
 - o These are monthly networking opportunities - offered the First Friday of every month.
 - o Sponsorship opportunities are available for 2018 - first come, first served. Incredible audience opportunity to showcase YOUR business! Nearly sold out.
 - § Payment in advance is required to secure your spot! Cost is - \$425
 - § (Average attendance in 2016-2017 has been 75-90 attendees)
 - § Sponsor receives all pre-event advertising including radio, website/e-blast, community calendars and social media
 - § Access to screen, projector, laptop, speakers and microphone (if needed)
 - § Table Real Estate
 - § 15 minutes to present at breakfast
 - § Access to attendee list
 - § 4 attendees FREE
 - o Sullivan County Chamber of Commerce Annual Meeting & Pride Awards Gala was held on November 16, 2017 at The Eagle's Nest. Very well received event. Over 200 people in attendance. Nominations for 2018 are open. There are criteria if anyone needs.

2017 Pride Award Winners are:

- § Businessperson of the Year- Darlene Fedun
- § Distinguished Achievement Award- Brian Rourke
- § Distinguished Service Award- Ira & Ruby Gold
- § Township Award (Rockland) - Phil Eggleton
- § Young Emerging Leader- Katrina Graby

Upcoming Opportunities:

- Our board retreat is being held on 1/9/18 and will lay out the plan for the 2018 calendar. We have a brand new strategic plan and some exciting member opportunities planned for 2018.
 - o Relocation Guide will begin in the fall of 2018 for 2019 release - opportunity for the Legislature and Planning to revise or submit information for a revamp
 - o Map ad sales
 - o Website banner ads
 - o Annual Sponsorships
 - o Combined efforts with the Sullivan County Chamber Foundation & Legislature on the Leadership Sullivan Class and development of the Junior Leadership Program.
 - o Educational offerings in development for 2018



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Sullivan County Partnership Monthly Report-December

A. General Operations

- It has been a busy month since our last report. A steady flow and variety of projects are being worked on at this time they include the following:
 - o Boutique Hotel Development
 - o International Distillery
 - o Two market place housing developments
 - o Specialty Dairy Producer
 - o NYC based Specialty Yogurt Producer
 - o Back office administration facility for a regional non- profit
 - o Drone manufacturer and flight school
 - o Metal Fabricator
 - o Mid market hotel development
 - o NYC based micro brewery

This activity at this time of year is indicative of sustained interest in Sullivan County and speaks to the growing momentum and reality that this is the next place to invest in and achieve economic success over the next several decades. It will continue our trajectory to new investment, tax rates, jobs, and the secondary and tertiary positive impacts it will have on our economy and municipal budgets that have long been under pressure for years to come. For those who may see this with a sense of exuberant precaution, I remind you that Sullivan County can grow its developed area 35% before significantly impacting open space or our way of life in any perceived negative way. To put that in perspective, 35% growth in developed area will not happen in our life time or that of our children. The amount of developed land in Sullivan County's near 1,000 sq. miles is just over 5%.

- We are in the running for a 100,000 sq. ft European distillery inquiry. The firm will employ 200+ people. Principals from the company have visited Sullivan County twice with ESD representatives. The President /CEO visited the second time with interest in locating near the SUNY Sullivan in order work with the college for employee training purposes. They met with SUNY Sullivan President Jay Quaintance and were taken with the campus and the potential opportunities

there. Awaiting a decision. Update: We are in the running and have been providing cost estimate data relative to construction, infrastructure needs, utilities needs etc., to the firm so that they may provide data to NYESD for incentive application purposes. In other words we are being seriously considered for this project in a very competitive environment.

- A hotel group that visited the Grossinger's site this summer has informed us that they remain committed to moving forward with a potential project there. They are completing due diligence at this time. Update: Involved parties are negotiating terms.

Unemployment Rate

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Ann Avg
2017	5.3%	5.7%	5.0%	4.8%	4.3%	4.4%	4.3%	4.3%	4.5%	4.5%			4.7%
2016	5.6%	5.7%	5.3%	4.8%	4.3%	4.3%	4.2%	4.2%	4.7%	4.6%	4.6%	4.9%	4.8%
2015	6.9%	6.8%	6.3%	5.6%	5.5%	5.2%	4.9%	4.5%	4.9%	4.7%	4.9%	4.9%	5.4%
2014	8.3%	8.4%	7.8%	6.6%	6.3%	6.0%	5.9%	5.7%	5.8%	5.6%	6.0%	6.1%	6.5%

Meetings: Thompson ZBA, Village of Liberty , SC Chamber annual event, Regional Transportation Coalition (TTAP), Sullivan County Workforce Team , SCIDA, Chase Bank, CDC.

B. Project Updates

a. Corporate Attraction

- We met with a developer and principals representing the Grossinger's property. The developer is interested in former hotel properties featuring a signature golf course as well as the potential for other amenities. Update: interest remains, in due diligence phase at this time. Terms are being negotiated.
- We have received an inquiry for a large distillery interested in locating to New York. The facility may be as large as 100,000sq. ft with ancillary equipment included. The site consultant is seeking both existing facilities and green space options. See comments above.
- We have met with a representative of a group interested an aviation related project at the SC Airport. Deputy Depew has been very helpful with this project as he has expertise in this area. The group has since brought principals to Sullivan County, where Deputy Depew provided an excellent comprehensive presentation on the elements/assets that comprise the airport and its operational situation. The group has also met with SUNY Sullivan for workforce training purposes and is very interested in moving forward as a

result.

- A manufacturer of aluminum framing products for store front facades will be locating to Sullivan County. The facility will be 10,000sq.ft and provide product to NYC clients. We have shown the Glenwild Industrial Park as well as other available locations. This would continue to add to our value added specialty metal fabrication cluster. The firm has expressed interest in moving forward.
- We have met with a specialty NYC based specialty yogurt producer. The firm produces all natural hormone free yogurt and has an accelerating market following. Local dairy sourcing is critical to their success among other factors.
- A NYC based micro brewery is interested in locating to Sullivan County. All indications are that the group is well financed and produces a quality product in high demand.
- We have met with a firm that constructs custom homes out of shipping containers. The firm is looking for space to streamline and simplify manufacturing component of his process. Four homes have been constructed in Sullivan County to date. A story in New York Times featuring the product has created a significant spike in demand.

b. Small Business/Entrepreneurial Development

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

c. Business Expansion

- We are assisting a local/regional non-profit that will be centralizing 50 jobs in a newly constructed health care related administration facility in Sullivan

County. The firm representatives are interested in LEED certified facility to be built in the Rock Hill area.

- 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. There has been substantial activity at the location thus far. Update: the project is moving forward steadily. Special thanks to Mid Hudson Region ESD offices for their assistance. Update: we will be hosting a special event marking the opening of the facility later this fall. Ongoing.

d. Shovel Ready Sites

- We have received all but one executed agreement for this project which is forthcoming shortly. When received will be invoicing for committed funds and sending out RFQs for the project to prospective engineering firms. Ongoing.

- e. Membership Education/Special Events** - to all legislators and county executives with whom we work with daily, please join us at the Pickled Owl on December 21 as the Partnership hosts a membership and economic development partner networking event. There is no charge for the event and any long speeches or program. It is simply an event to celebrate member/partner support and a token of our appreciation for it. RSVP to Jennifer at 794-1110.



Sullivan County County Manager
SULLIVAN COUNTY GOVERNMENT CENTER
100 NORTH STREET
PO BOX 5012
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Sullivan County Visitor's Association- December Report

NOVEMBER 2017

SULLIVAN CATSKILLS HIGHLIGHTS

- Ø **50th ANNIVERSARY:** SCVA recently met with the I Love NY team to discuss the promotion of the 50th Woodstock Anniversary and with the Town of Bethel

- Ø **REAP MEETING:** REAP met to elect officers and discuss projects that will enhance the communities in Sullivan County for 2018.

- Ø **BRANDING:** As preparation for the upcoming season, SCVA has produced several new pull up banners to use at travel shows.

- Ø **DIGITAL MARKETING:** SCVA tested a 2 month digital geo targeted campaign on all social media in the New York, New Jersey and Pennsylvania areas. The campaign saw excellent results with impressions and click through above the industry standards. The results further strengthen the dedication to marketing in these areas from past, present and future campaigns.

- Ø **MEDIA:** A recent press trip by Refinery 29 a video blogger, resulted in a video they posted receiving over 114k views and 708 comments on Facebook and Instagram. Thank you to our many member businesses for being a part of this promotion.

- Ø **TOUR:** SCVA participated in a tour of Resorts World Catskills this month and are excited about the progress and the opening.

- Ø **KARTRITE WATERPARK:** SCVA met with the Kartrite marketing team to discuss options for marketing when the park opens in 2019.

- Ø **2018 MARKETING:** The SCVA marketing team met to discuss 2018 marketing plans. Highlights will be more video production, digital and print placements. There is also a need to educate businesses on working together in the social network to better take advantage of SCVA strength in the marketplace.

- Ø **BOLD GOLD FORUM:** SCVA taped a forum talk on tourism and its importance to the Sullivan Catskills.

- Ø **TRANSPORTATION:** SCVA continues to explore transportation options for visitors without vehicles.

- Ø **I LOVE NY WEBSITE:** SCVA participated in a webinar on the input of information to the I LOVE NY website. SCVA through its investment in Simpleview will make it a seamless flow of information.

- Ø **NYS DMO MEETING:** SCVA attended the quarterly NYS Destination Marketing Organization to discuss plans for marketing and trade Shows.

- Ø **SOCIAL MEDIA:** Social media continues to grow on Facebook with more than 20,000 fans, Twitter and Instagram have doubled over the last month and blog posts along with exceptional photography continue to build the brand for the Sullivan Catskills and the new web site. SCVA averages 30-50 posts a week on all platforms promoting our assets.

- Ø **WJFF RADIO:** SCVA participated in a Saturday morning talk on WJFF promoting shopping and events for the winter season.

- Ø **SWDR (Nat/Geo):** SCVA continues to work with the Executive Council and Stewardship Council of the Scenic & Wild Delaware River to further plan, support and

enhance the site and promotions.

- Ø **TRAILS:** SCVA is working with the Trail committee and Trailkeeper, promoting and developing our Sullivan Catskills trail system.

- Ø **CATSKILL FILM COMMISSION:** SCVA continues to update the website and brochure information for the CFC.

- Ø **2018 TRAVEL GUIDE:** The 2018 Travel Guide is in the final stages before going to press. SCVA will also be updating niche brochures for 2018.

- Ø **SAVE THE DATE:** SCVA Annual Meeting and Holiday Celebration December 7, 2017. Please join us as our featured speaker, Ross Levi, VP/Executive Director, I Love NY, will present State-wide marketing.



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Community and Economic Development Committee Center for Workforce Development Report December 7, 2017

Program Employment Data

Program	Covered Period	# of People Who Found Employment	# of Businesses	Examples of Businesses
Workforce Innovation and Opportunity Act (WIOA) Adult, Dislocated Worker & Youth	10/27/17 - 11/30/17	27	19	Adams and Associates Inc. ADP Totalsource III Inc. Birnie Bus Service County of Orange County of Sullivan Crystal Run Healthcare Ethan Allen Staffing Expert Assistance Inc. Ferguson Electric Fox Station Sales Inc. Harold Brey & Sons Healy Brothers Kolmar Labs M Falanga Trucking LLC New Hope community Orange Regional Medical Rolling V Bus Corp. SUNY Sullivan Wildfire Grill

- Current priorities are to complete the required reports, plans and agreement for the local workforce system to be in compliance with the Workforce Innovation and Opportunity Act. This includes and a Memorandum of Understanding (MOU) between the required system partners, a four year local plan, a regional plan, introduction of the role of the One Stop System Operator and understanding new performance measures. The Local Plan is posted on the County website.
- Attended a Talent Symposium in Albany on November 13. Sponsored by the Workforce Development Institute (WDI) it provided an opportunity to hear from and talk to leaders in Career Readiness/ Career Pathways field.

- Participated as part of a panel at the Monticello Central School Life Ready Career Day on November 20.

Meeting Highlights:

- 10/30 - Academy of Finance Youth Networking Breakfast
- 11/8 - REAP Board meeting

Unemployment Rates

Month	2017 Sullivan County	2016 Sullivan County	2017 Hudson Valley	2017 New York State	2017 United States
January	5.3	4.8	4.5	5.0	5.1
February	5.7	5.7	4.8	5.1	4.9
March	5.0	5.3	4.1	4.4	4.6
April	4.8	4.8	4.1	4.2	4.1
May	4.3	4.3	4.1	4.3	4.1
June	4.4	4.3	4.5	4.5	4.5
July	4.3	4.2	4.5	4.9	4.6
August	4.3	4.2	4.5	4.9	4.5
September	4.5	4.7	4.5	4.7	4.1
October	4.5	4.6	4.3	4.6	3.9
November					
December					

**SMALL COUNTIES RANKED BY TOTAL NON-FARM GROWTH RATE
OCTOBER 2016 to OCTOBER 2017**

RANK	COUNTY	RATE
1	Seneca County	+12.8%
2	Greene County	+2.7%
3	Sullivan County	+2.6%
4	Montgomery County	+1.5%
5	Franklin County	+1.1%
6	Clinton County	+0.6%
7	Columbia County	+0.5%
8	Cattaraugus County	0.0%
8	Chenango County	0.0%
8	Cortland County	0.0%
8	Delaware County	0.0%
8	Essex County	0.0%
8	Genesee County	0.0%
8	Hamilton County	0.0%
8	Schuyler County	0.0%
8	Wyoming County	0.0%
17	St. Lawrence County	-0.3%
18	Otsego County	-0.4%
19	Steuben County	-0.5%

20	Allegany County	-0.6%
20	Chautauqua County	-0.6%
22	Fulton County	-1.1%
23	Lewis County	-1.5%
24	Cayuga County	-1.9%

Labor Market Profile

Resident Civilian Labor Force and Nonfarm Employment

SULLIVAN COUNTY

October 2017, September 2017, October 2016

Category	Oct 2017	Sep 2017	Oct 2016	Net Month	% Month	Net Year	% Year
Resident Civilian Labor Force	34,700	35,300	33,900	-600	-1.7%	800	2.4%
Employed	33,200	33,700	32,300	-500	-1.5%	900	2.8%
Unemployed	1,600	1,600	1,600	0	0.0%	0	0.0%
Sullivan County Unemployment Rate	4.5%	4.5%	4.6%	0.0		-0.1	
NYS Unemployment Rate	4.6%	4.7%	4.8%	-0.1		-0.2	
US Unemployment Rate	3.9%	4.1%	4.7%	-0.2		-0.8	
Total Nonfarm	27,500	27,900	26,800	-400	-1.4%	700	2.6%
Total Private	21,100	21,600	20,500	-500	-2.3%	600	2.9%
Goods-Producing	2,400	2,400	2,500	0	0.0%	-100	-4.0%
Natural Resources, Mining and Construction	1,100	1,100	1,000	0	0.0%	100	10.0%
Manufacturing	1,300	1,300	1,500	0	0.0%	-200	-13.3%
Service-Providing	25,100	25,500	24,300	-400	-1.6%	800	3.3%
Private Service-Providing	18,700	19,200	18,000	-500	-2.6%	700	3.9%
Trade, Transportation and Utilities	4,500	4,400	4,500	100	2.3%	0	0.0%
Information	100	100	100	0	0.0%	0	0.0%
Financial Activities	1,000	1,000	1,000	0	0.0%	0	0.0%
Professional and Business Services	1,600	1,600	1,600	0	0.0%	0	0.0%
Education and Health Services	8,000	7,900	7,500	100	1.3%	500	6.7%
Leisure and Hospitality	2,700	3,300	2,500	-600	-18.2%	200	8.0%
Other Services	800	900	800	-100	-11.1%	0	0.0%
Government	6,400	6,300	6,300	100	1.6%	100	1.6%

**COUNTIES RANKED BY UNEMPLOYMENT RATE
OCTOBER 2017**

RANK	COUNTY	RATE	RANK	COUNTY	RATE
1	Columbia County	3.4	30	Sullivan County	4.5
2	Saratoga County	3.7	33	Clinton County	4.6
3	Yates County	3.8	33	Greene County	4.6
4	Seneca County	3.9	33	Oneida County	4.6
5	Albany County	4.0	33	Schuyler County	4.6
5	Nassau County	4.0	37	Chenango County	4.7
5	Tompkins County	4.0	37	Cortland County	4.7
5	Washington County	4.0	37	Erie County	4.7
9	Dutchess County	4.1	37	Madison County	4.7
9	Ontario County	4.1	37	Monroe County	4.7
9	Putnam County	4.1	42	Delaware County	4.8
9	Rensselaer County	4.1	43	Broome County	4.9
13	Suffolk County	4.2	43	Herkimer County	4.9
13	Ulster County	4.2	43	Richmond County	4.9
15	Cayuga County	4.3	46	Hamilton County	5.0
15	Genesee County	4.3	46	Kings County	5.0
15	Otsego County	4.3	46	Montgomery County	5.0

15	Queens County	4.3	49	Chemung County	5.1
15	Rockland County	4.3	50	Cattaraugus County	5.2
15	Schenectady County	4.3	50	Franklin County	5.2
15	Warren County	4.3	50	Fulton County	5.2
22	Essex County	4.4	50	Lewis County	5.2
22	New York County	4.4	50	Orleans County	5.2
22	Onondaga County	4.4	55	Chautauqua County	5.3
22	Orange County	4.4	55	Niagara County	5.3
22	Tioga County	4.4	55	Steuben County	5.3
22	Wayne County	4.4	58	Jefferson County	5.4
22	Westchester County	4.4	59	Allegany County	5.5
22	Wyoming County	4.4	60	Oswego County	5.6
30	Livingston County	4.5	61	St. Lawrence County	5.7
30	Schoharie County	4.5	62	Bronx County	6.6