



Sullivan County Economic Development Committee

September 5, 2019 AGENDA
10:30 AM

Committee Members:

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

Call to Order

Comments:

Reports:

1. Visitor's Association - Roberta Byron Lockwood
2. Center for Workforce Development - Laura Quigley
3. Community & Economic Development - Freda Eisenberg
4. IDA - Jen Flad
5. Partnership for Economic Development - Marc Baez
6. Chamber of Commerce - Jaime Schmeiser

Resolution-None:

Public Comment

Adjourn



Sullivan County Economic Development Committee
SULLIVAN COUNTY GOVERNMENT CENTER
 PO BOX 5012
 AddressCity, AddressState, AddressPostal

Visitor's Association Monthly Update

**SULLIVAN CATSKILLS
 HIGHLIGHTS**

- Ø **WOODSTOCK 50:** August was full of planning for the Woodstock Weekend. Overall the weekend was a huge success bringing in million in revenue and sales tax. SCVA made sure all accommodations were full. The bus to the monument was well received. The brochure of other things to do in the Sullivan Catskills was distributed throughout the county so events like Grahamsville Little World's Fair, Porchfest and others had the opportunity to benefit from the increased visitor traffic. Numerous articles and stories were published domestically and internationally.

- Ø **DOVES:** The Dove Trail continues to be a success beyond expectations. The official Dove Trail Map is be requested daily. Visitors drop by the office with comments about the trail and how great it is. The Dove plaques have been delivered. We are working with DPW on installation. The Dove web site is up and running. We just completed a Dove contest in partnership with the Sullivan Democrat. Five award winners were randomly selected and the SCVA team selected visitors who received "above and beyond" awards. Names of these awards: Wanderlust Warriors, Most Spirited, Future Travel Planner, Most Creative and Most Passionate Traveler. Winners were chosen from an abundance of entries, but people are still posting their dove adventures on site.

- Ø **BETHEL LAKESIDE MUSIC:** SCVA welcomed guests to the Bethel Lakeside Music venue this month.

- Ø **FILMING IN THE SULLIVAN CATSKILLS:** Several filming crews and music videos are being done in August and September.

- Ø **PRESS TRIPS AND FAM TOURS:** SCVA hosted several more writers from various outlets and continue to pitch Sullivan Catskills in tandem with our PR firm and the state's PR firm with tremendous success. **International stories that were written this month**
 - Mick Brown's Woodstock Cover Story Feature published in the UK, Telegraph.
 - Siobhan Warwicker, Siobhan, Travel Trade Gazette, UK, Woodstock Story.

- Ø **NYSAC CONFERENCE:** SCVA is working with County on the upcoming NYSAC meeting to find ways to promote and highlight our Sullivan Catskills to County leaders from across NYS.
- Ø **PROMOTIONAL ITEMS:** SCVA has produce several promotional items from Dove posters, t-shirts and ornaments, bags, water bottles, mugs and working on more t-shirts.
- Ø **SOCIAL MEDIA:** The social media platforms continue to grow with a total of 46,000 followers on Facebook, Instagram and Twitter. SCVA leads the other 10 counties in the Mid-Hudson/Catskills region in followers and interaction.
- Ø **STAR LEDGER:** SCVA did an interview for the Star Ledger about Fall events and things to do
- Ø **WEB SITE:** SullivanCatskills.com has seen dramatic increase in usage over the same time last year. Users are up 70%, Total Sessions 63% and Pageviews 60%

of the Regional Economic Development Councils (REDC). Unlike the CFA process this initiative has a rolling submission for applications.

ii The Workforce Directors in the HV are coming together on an application. Meetings are ongoing to determine target area and approach.

- The County's public transportation, Move Sullivan, is operational averaging 72 riders per day for the first nine days.
- The Summer Youth Employment Program concluded on August 16. There were 70 youth participating in paid work experience at over 20 sites. Youth work 26 hours per week and are paid minimum wage (\$11.10/hr.).

Highlights included a community presentation of films created by youth participating in ENGN's "It's Takes a Village" program and a youth completing her second year working at Handsprings, a company that makes prosthetics. They have offered her a job when she is home from college.

- TechHire, a regional grant program led by Westchester Workforce Development, graduated 6 young men from a work readiness "boot camp". All are in job search or enrolled in training.
- Continue to meet with Catholic Charities on the Opioid grant. We are putting a referral process in place and identifying groups to speak about the available training and employment opportunities.
- Scheduled recruitments held at the Career Center:
 - 9/3 - Here's Help (9-1)
 - 9/9 - Corrections Officer Information session (11-3:30)
 - 9/9 - Center for Discovery (1 -3)
 - 9/11 - Crystal Run Village (2:30 - 4:30)
 - 9/25 - Mini Job Fair (1 - 3)
 - Community Home Health
 - Crystal Run Village
 - Carpenters Union
 - Rolling V



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IDA - Monthly Report

ACTIVITY REPORT - AUGUST 2019

COUNTY OF SULLIVAN INDUSTRIAL DEVELOPMENT AGENCY, SULLIVAN COUNTY FUNDING CORPORATION, THE SULLIVAN COUNTY INFRASTRUCTURE LOCAL DEVELOPMENT CORPORATION

August 29, 2019

At its regular monthly meeting on August 12th, the County of Sullivan Industrial Development Agency (IDA) Board authorized and approved an extension of the sales tax abatement period for the Empire Resorts Real Estate II, LLC Project for construction of a hotel in the Town of Thompson, in accordance with the project agreements. The Board also authorized the assignment of the Bloomingburg Housing Associates, LP Project to Tiv Leivov LLC. The Board amended a prior resolution relating to the procurement of equipment to be leased to Catskill Brewery LLC under the US Department of Agriculture's Rural Business Development Grant (RBDG) program. Finally, the Board adopted amended and restated IDA by-laws.

During August, staff prepared draft 2020 budgets for the IDA and Sullivan County Funding Corporation (SCFC). MuniCap, Inc., the Administrator of the Adelaar Infrastructure Bonds, is working to prepare the draft 2020 budget for The Sullivan County Infrastructure Local Development Corporation (TSCILDC). All three agencies will meet in September to begin discussions of the draft budgets. In accordance with New York State's Public Authorities Law, all three agencies must adopt their 2020 budgets and submit the budgets to New York State by November 1st.

Staff attended meetings of the Sullivan County Partnership for Economic Development Board, Sullivan-Wawarsing Rural Economic Area Partnership (REAP) Board, Thompson-Monticello Grow the Gateways Implementation Committee, and Sullivan County Revolving Loan Fund Committee during August. Staff and Board members also attended the ribbon cutting ceremony at the BRR Brothers III, LLC/ Sullivan County Fabrication, Inc. facility in the Town of Fallsburg, and the Sullivan Renaissance Annual Awards Ceremony.

Staff continues to administer twelve loans and seventeen equipment leases for the IDA, and eight loans for SCFC. We anticipate executing one more IDA lease in the coming weeks. In addition, we are currently working with one applicant seeking SCFC loan funds.

In September, the Governance Committees of the IDA, SCFC, and TSCILDC will meet to conduct their annual business.

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