

SULLIVAN COUNTY PARTNERSHIP FOR ECONOMIC DEVELOPMENT



WIDE OPEN **FOR BUSINESS**

ANNUAL REPORT 2023



OUR MISSION

The Sullivan County Partnership for Economic Development promotes and coordinates economic development to benefit our members by enhancing the quality of life and improving the standard of living in Sullivan County.

WIDE OPEN FOR BUSINESS

What a difference one year makes. We bounced back last year from the remnants of the pandemic to a fully engaged and vibrant economy.

This year, despite inflationary trends, the impacts of the Ukraine war, challenging storms, and polarizing politics, we kept the momentum going. We remained steady and worked toward our goal of growing the local economy and making it as diverse as possible.

Tourism continued to lead the way with record visitations and new boutique projects approved and under construction. **We added 500 net new jobs, collected record sales taxes, and welcomed a variety of new businesses throughout the county.**

Tourism notwithstanding, last year we reported that five sites were in the approval stages for developing **2.8 million sq. ft of space** suitable for the logistics, distribution, warehousing, metal fabrication, production, and light assembly sectors. Four of the five sites have been approved as planned, the fifth is expected later this winter, and now a sixth is under consideration. **And our message is clear: we are wide open for business.**

These sites can service facilities from 40,000 to 1 million square feet. Working with the Town of Liberty and the County, we helped procure a **\$1 million grant** sponsored by Congressman Molinaro toward infrastructure improvements to bring water and sewer lines to key preapproved development sites along the Old Route 17 industrial development corridor. Our work continues with the 17Forward86 coalition to construct a third lane on NYS17/I-86 to address the increased use of the corridor while preparing for future transportation demand.

Our work didn't stop there. We continued supporting projects (Camp FIMFO and others) that have met opposition from special interests despite their appropriateness, proper zoning, and prudent

development characteristics. Our efforts are critical to the Sullivan Catskills' continued growth and prosperity, and rather than relent, we have **remained focused on helping proposed and existing businesses grow and thrive**, for it is their strength and marketability that keep our economy going.

We are working with various renewable energy entities like Clean Path NY, Meadow, and others to **help our community prepare for New York State's climate change law** (The Climate Leadership and Community Protection Act). To meet hard deadlines, we will continue to work with developers and businesses to make their transition as smooth as possible.

Never underestimating the value of small businesses to our economy, we continue to assist small businesses through technical assistance, project development, and financing to help our downtown business districts and destination locations thrive.

Finally, this year marks our 29th year. As we look forward to our 30th anniversary—a significant milestone by any measure—we thank you, our investors, for your volunteer and financial support. It allows us to continue our work to help the Sullivan Catskills economy grow. We are wide open for business and look forward to new investments and developments in the year ahead.




Karen Fisher
Board Chair




Marc Baez
President/CEO

Walter A. Rhulen Award
MURRAY AND ELLEN BRESKY
MURRAY'S CHICKEN

Annually, we present our organization's highest recognition to a business leader who exhibits the extraordinary traits of the late Frontier Insurance CEO, Walter A. Rhulen: business excellence, community commitment, and service to humanity. This year, we are proud to recognize Murray and Ellen Bresky.

Lifelong business owners in Sullivan County, Murray and Ellen took over Falls Poultry in Fallsburg from Murray's father, Ben Bresky, growing the business into a nationally renowned processor and purveyor of kosher chicken. When they outgrew the plant, the Bresky's built a larger plant in Livingston Manor, later selling it to Hebrew National in 1988. When his commitment to that company ended, Murray reopened his Fallsburg plant, focusing on locally grown, farm-raised all-natural chicken. Every chicken that leaves the plant has Murray's name, signifying the product as the finest all-natural farm-raised poultry money can buy.



Murray's can be found on the menu of the finest restaurants in the tri-state area and beyond.

Every bird that leaves the plant is not for sale, however. The Bresky's are known for providing products to local fire departments for fundraisers and thousands of pounds of product for direct giving and to raise funds for those in need. They have also donated anonymously to thousands of end recipients over the years, underscoring their commitment to the local community. Murray and Ellen have raised three daughters and remain living in the home where they raised their children right here in Sullivan County.

Distinguished Service Award
AMANDA GESZTESI
DISTRICT SALES MANAGER
PAYCHEX



Each year, we present the Distinguished Service Award to an individual who has played a significant role in the Partnership's operation. This year, we honor board director Amanda Gesztesi, who also serves on our member-investor committee.

Amanda was recently promoted to District Sales Manager at Paychex in Middletown, New York. She has been employed there for over a decade, guiding businesses throughout Sullivan, Orange, and Ulster counties with payroll, HR compliance, and employee benefits.

After 17 years in banking, her knowledge of businesses throughout the tri-county area makes her a great fit for the Partnership's Membership committee, where she uses her comprehensive knowledge of businesses throughout the tri-county area to help encourage and gain new investors in Sullivan and Orange counties. She makes it a priority to attend all networking and educational events that the Partnership hosts. Amanda's business knowledge, enthusiasm, and winning attitude have been a welcome presence throughout her time on the Partnership

Board of Directors. Her hometown roots and community commitment add extraordinary value, and she is always the first to raise her hand, step up, and ask, "How can I help?"

She has prioritized educating the businesses in her territory on their responsibilities as employers, whether they are a client of Paychex or not. Her partnerships with local banks and accounting firms have enabled her to connect with business owners who needed help and did not know where to turn for it. Through COVID-19 and the ever-changing regulations and programs available, she helped over 80 companies implement handbooks to protect their business and help them identify and obtain money through the Employer Retention Tax Credit. On average, her clients received \$63,000, which helped them keep their doors open and keep people employed. She enjoys helping businesses when they are first starting and watching them grow into major companies and influences in the community.

Amanda and her family live in Mount Hope, New York, where they grow apples, pears, and blueberries to share with family and friends.

THANK YOU TO OUR SPONSORS

PLATINUM



GOLD



SILVER



THANK YOU TO OUR SPONSORS

BALLOON POP



BRONZE



DINNER PROGRAM



TABLE/SUPPORTER



LANYARD SPONSOR



SUPPORTERS

- | | |
|-------------------------------------|--|
| Advanced DRI | Meadow Energy |
| Berger Engineering & Surveying PLLC | Mercutio-Norton-Tarolli -Marshall Engineering & Land Surveying, P.C. |
| Billig Loughlin & Silver, LLP | New Hope Community, Inc. |
| Boyce Excavating Co., Inc. | North Atlantic States Regional Council of Carpenters |
| Cuddy & Feder, LLP | NVS Land LLC/ Chapin Estates |
| Dillon & Semenovitch Inc. | Pike Construction Services |
| ENVISION Architects | Riggs Plumbing & Heating LLC |
| Foster Supply Co. | Schumacher Systems, Inc. |
| GEIS Construction | Van Etten Oil Company |
| Griffiths Engineering, LLC | Vanguard Investors, LTD |
| Hudson Valley Kitchen Design Center | |
| JPMorgan Chase | |
| Keriland Inc. | |

A close-up photograph of several hands in business attire carefully placing white puzzle pieces onto a dark surface. The puzzle pieces are interlocking, symbolizing collaboration and strategic partnership. The lighting is soft, highlighting the texture of the hands and the pieces.

OUR STRATEGIC PARTNERS FOR ECONOMIC DEVELOPMENT SUCCESS

When existing businesses expand, or new businesses want to start or relocate here it all comes with the promise of jobs, economic growth, vitality, and improved quality of life. But before expansion, start up or relocation can happen a cascading process unfolds. There are meetings, applications, regulatory filings, public hearings, advocacy, financing needs and more. Together with these local, regional, state, and national partners, we help businesses navigate this time-consuming process.

MID-HUDSON SMALL BUSINESS DEVELOPMENT CENTERS (SBDC)

Before a business can obtain financing and regulatory approvals, they need a solid plan. SBDC provides small business owners and aspiring entrepreneurs with free business consultations and at-cost training to write business plans, access capital, develop marketing, and understand regulatory compliance, international trade and more.

SCORE

This county-based volunteer network of skilled, retired executives and volunteers helps educate and mentor small business owners and entrepreneurs. They conduct local workshops and events and provide resources, templates, and tools to facilitate business success.

THE COUNTY OF SULLIVAN

The county government outsources economic development projects to us on a fee-for-service basis. We work closely with the Division of Planning and Environmental Management on small and main street development. We also conduct project management with county and business leaders to market our collective resources to companies and visitors looking to relocate here.

COUNTY OF SULLIVAN IDA

We are a valued fee-for-service vendor to the county's Industrial Development Agency. The IDA shares our goal to help promote business attraction and expansion. The IDA grants loans, incentives, and tax reductions all in efforts to promote economic welfare, recreation opportunities, jobs, tourism trade, and economic prosperity.

PATTERN FOR PROGRESS

Pattern is a not-for-profit policy, planning, advocacy, and research organization whose mission is to promote regional, balanced, and sustainable solutions that enhance the growth and vitality in our nine-county region including: Columbia, Dutchess, Greene, Orange, Putnam, Rockland, Sullivan, Ulster, and Westchester counties. Pattern brings together business, nonprofit,

academic and government leaders to collaborate on regional approaches to affordable/workforce housing, municipal sharing, and local government efficiency, best P-12 educational models, land use policy, transportation, and other infrastructure issues that most impact the growth and vitality of the regional economy.

EMPIRE STATE ECONOMIC DEVELOPMENT CORPORATION

ESD helps spur public and private sector innovation and growth, constantly revising the economic development toolbox to give businesses the competitive advantage they need to succeed in New York.

NEW YORK STATE ELECTRIC & GAS

NYSEG helps make incentive packages even more attractive offering rate discounts and funding assistance.

STRATEGIC ALLIANCES IN ECONOMIC DEVELOPMENT HVADC AGRICULTURE

This is a crucial alliance as agri-based business such as craft beer and distilleries continue to grow. It is the only economic development agency in the Hudson Valley that focuses on the growth and viability of the agricultural economy. HVADC assists both new and existing agri-businesses and supports policies and regulations that recognize and support New York State's agricultural economy.

THE NEW YORK STATE ECONOMIC DEVELOPMENT COUNCIL

The New York State Economic Development Council encourages sound practices in the conduct of regional and statewide development programs. It develops education programs that enhance its members' professional development skills, lobbies the government on climate and economic development issues, and keeps members updated on laws, executive orders, new projects, and proposed legislation through social media, digital content, and exclusive members-only emails. Members include commercial and investment banks, underwriters, bond counselors, utilities, chambers of commerce, higher education institutions, and private corporations.

BUSINESS ATTRACTION & EXPANSION:
A LOOK AT OUR WORK IN 2022-23

For nearly 30 years, we have been a one-stop resource for business development. We work with commercial real estate brokers, developers, site selection firms, local municipalities, and statewide economic development agencies to find the most advantageous and cost-effective locations for corporate attraction and expansion of industry. We also provide small businesses guidance, technical

assistance, and financing options. While tourism is one of the largest contributors to our Sullivan Catskills economy, diversity and balance are paramount to a healthy, sustainable economy. As such, our top priority remains attracting other light industry sectors— e-commerce, logistics solutions, light manufacturing, and production facilities.

CAMP FIMFO CATSKILLS

Northgate Resorts is seeking approval for Camp Fimfo Catskills, a **\$44 million family-oriented, resort-style campground** in the town of Highland that promises **89 full-time equivalent jobs**. The Partnership has been shepherding this project throughout its approval process in 2022/2023. We hosted an informational session for the community, presented our support at planning meetings, and worked behind the scenes to address anti-development sentiment. We are optimistic that the project receive approval by year end.



UPGRADING THE SULLIVAN COUNTY INTERNATIONAL AIRPORT TERMINAL

Our county airport and its 6300-foot runway is an important transportation hub for business. The Sullivan County Legislature accepted an \$18.5 million grant from the Governor's Upstate Airport Development & Revitalization Program, administered by the



New York State Department of Transportation, to replace the aging 8,000-square-foot terminal (and its detached utility building) with a **12,000-square-foot, state-of-the-art, two-story facility that will feature a mezzanine, outdoor deck, and rentable office space**. The building has been demolished, and bids for construction of the new facility will be accepted this fall.

17/FORWARD86

In our ongoing effort to advance economic development, drive tourism and bolster sustainability, our work continues with our colleagues at the Orange County Partnership and other stakeholders as we continue to march forward and press the state to fund the development of a third lane on the NYS 17/I-86 corridor.

\$1 MILLION GRANT FOR THE OLD ROUTE 17 CORRIDOR INFRASTRUCTURE PROJECT

We have over **2.8 million square feet of shovel-ready sites** available, including Avon Commercial Park, Liberty Business Park, Weiss Industrial Commercial Site, and RGG Realty, LLC. Water quality issues will now be addressed thanks to federal funding. Together with the County, Town of Liberty, and Town of Thompson, The Partnership helped advance the application process for those funds through Congressman Marc Molinaro's office. In August, the Congressman awarded a \$1 million grant through the House Appropriations Bill. The funding will be used to **upgrade the water distribution and town water lines** and connect them to the Commercial Industrial Zone on Old Route 17 in Liberty.

"This project promises to bring economic development and living-wage jobs to an area ripe for business along our major transportation corridor. I thank Congressman Molinaro for moving this important piece of funding forward. I also thank the Town of Thompson, Town of Liberty, and Village of Liberty for being more than supporters but true collaborative partners in this initiative."

- Joshua Potosek, Sullivan County Manager

BUSINESS ATTRACTION & EXPANSION
CONTINUED

THE MONSTER RETURNS

The world-famous Monster Golf Course at Resorts World Catskills reopened in August to much fan fare when renowned course designer Rees Jones joined in the festivities. The 18-hole championship course is a true work of art and provides an extra challenge for players of all levels.



REVIVING HOLIDAY MOUNTAIN

At the hands of Mike Taylor, (Combined Energy Services) Holiday Mountain in Monticello is undergoing a multi-million dollar renovation with new ski runs, a second chair lift, and more.

“Things are working in sections at a time... some guys doing welding on snowmaking piping, some doing drainage and other work. Our big focus currently has been the snowmaking infrastructure, so we’re installing over 9,000 feet of pipe for this first phase before winter. We have 50+/- air/ water “stick” snow guns coming 17 blower fan guns, three huge new water pumps, major electric upgrades, and new 12 lanes of snow tubing with its own conveyor lift. We’re starting to move the dirt for the snow tubing shortly.”

– Mike Taylor

ELEVATING SMALL BUSINESS

Small companies generate **1.5 million jobs**, accounting for **64% of new jobs in America**. They also contribute 44% of economic activity in this country. We are a trusted resource that small businesses can turn to for assistance, including loans.



THE NORTH BRANCH CIDER MILL

The North Branch Cider Mill— a beloved small business that had been in operation for over 100 years — is being lovingly and extensively restored in two phases by its new owners, Thomas Roberts and Anna Aberg, who intend to make fresh pressed, sweet apple cider once again. The renovation will allow the new owners to operate year-round as a country store with a tea room and garden, wood shop and design studio. Through our **Revolving Loan/ IWW (Incubator Without Walls) program**, we awarded the company **\$61,000**, which will allow them to purchase new equipment and put in a new well, septic and water filtration system.

EXPANDING OPPORTUNITIES TO PROVIDE
VALUE FOR YOUR INVESTMENT

Our scope of work to attract new companies and facilitate expansion projects helps member-investors and by extension small towns, villages, and bergs thrive and improve quality of life. Our member-investor companies benefit from our work, too. We place high value on communication with our member-investors, which in turn helps them communicate with each other.

Every year we provide ample opportunities for them to connect and network with each other and learn about new projects on the horizon through special events, including our annual meeting holiday gathering and other marketing opportunities, including our quarterly magazine and targeted events for specific industry sectors.

WHEN YOU KNOW, YOU KNOW

Our award-winning *In the Know* quarterly magazine focuses on relevant topics and trends such as the economy, business and workforce trends, government regulations, and other timely issues that can affect their business strategies. Our director of member-investors and special events, Jen Cassaro, and director of economic development & strategic planning, Vanessa McPhillips, have taken the publication to new heights since its inception in 2020, growing the page count from 30 to 56-plus pages, and thus the advertising revenue, while enlisting member-investors to develop and write expert content for each issue.

“I think this is the best In The Know so far. While each publication has been informative, this one, on the climate-based push to electrification in New York State, is the best so far. It does a real service to business readers, by informing them of both the opportunity and legal structure for the energy efficiency policies now being enacted by the our state government...”

– Michael Zalkin

NETWORKING EVENTS AT POPULAR SULLIVAN CATSKILLS DESTINATIONS

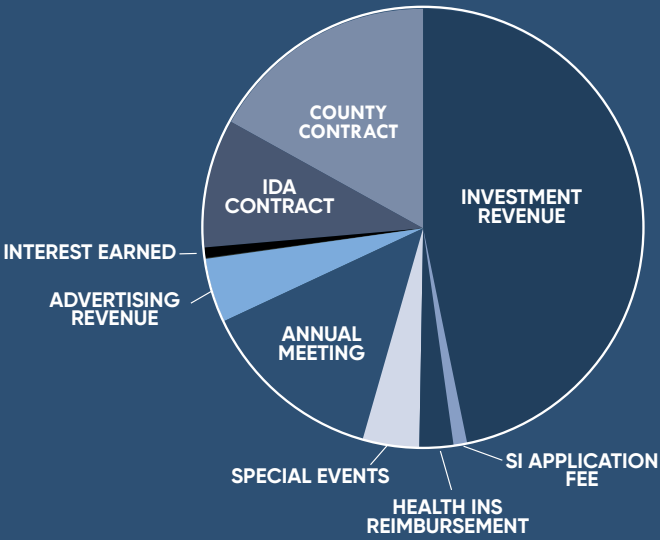
We heard you. Our Fall 2022 issue on marketing revealed that more than 90% of our member-investors strongly believe in the power of word-of-mouth marketing—in fact, rely on it. In 2022-23, we held five networking and educational events at “see and be seen” Sullivan Catskills destinations, including: **The 2nd Annual Winter Event, A Marti Gras at Kartrite** at Kartrite Resort and Indoor Waterpark; **The Economic Development Summit, Part 2** at Kartrite; The

April Quarterly Networking Event at Seminary Hill Cider and Orchard; **Women in Business** at Resorts World Catskills; **The Construction Cluster Event** at Cellaio Steakhouse at Resorts World.... And the **VIP Holiday Investor Appreciation Dinner** at Solai Restaurant. In addition to the obvious benefits networking brings, we use these gatherings to deliver key information on the state of business activity in the Sullivan Catskills.

2022 FINANCIAL SNAPSHOT

2022 REVENUE

Investment Revenue	\$301,927
Special Events	\$23,966
Annual Meeting	\$82,387
Miscellaneous Income	\$20
Grant Income (ppp)	\$0.00
Advertising Revenue	\$27,502
Interest Earned	\$31
SI Application Fee	\$250
Health Ins Reimbursement	\$5,907
IDA Contract	\$56,250
County Contract	\$100,000
Grand Total	\$598,240

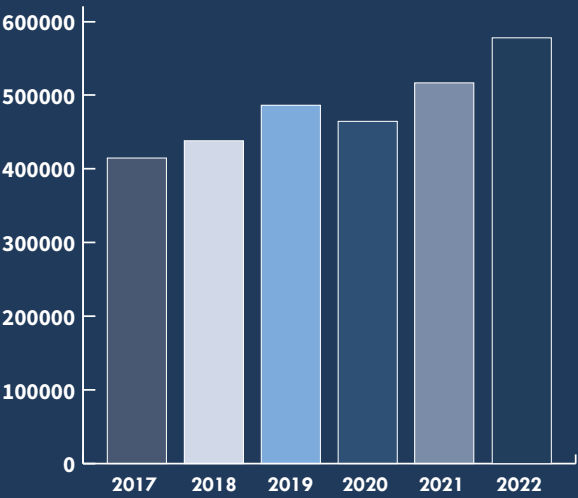


INVESTMENT REVENUE

Year	Revenue
2017	\$152,872
2018	\$172,091
2019	\$203,962
2020	\$224,458
2021	\$239,057
2022	\$301,927

TOTAL REVENUE/ALL SOURCES

Year	Revenue
2017	\$414,477
2018	\$437,929
2019	\$486,094
2020	\$468,587
2021	\$512,166
2022	\$598,240



BOARD OF DIRECTORS

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Apple Ice	EPR Properties	Livingston Farm	Seminary Hill
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Bishop Beaudry Construction	Granite Associates, LP	Monticello Motor Club, LLC	Sullivan Regency
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C.T. MALE	Here's Help Staffing	NVS Land LLC/Chapin Estates	The Eldred Preserve
Capacity Marketing	Holt Construction	NYSEG	The Kartrite Resort & Indoor Waterpark
Catania, Mahon & Rider, PLLC	Horsefly Group	Orange & Rockland Utilities, Inc.	Pike Construction Services
Catskill Creamery	Hospice of Orange & Sullivan Counties, Inc.	Orange Bank & Trust Company	The Sunshine Group Real Estate Corp.
Catskill Hudson Bank	Hudson Valley Home Source LLC	Outdoor Media Corp/Keller Signs	Thompson Sanitation Corporation
CCA-FERCA-SMACNA	Hudson Valley Investment Advisors, Inc.	Partymaster-Master Group of NY	Town of Fallsburg
Champion Elevator Corp.	Hudson Valley Kitchen Design	Passero Associates	Town of Liberty
Civix	Hurleyville General Store	Paychex	Town of Thompson
Coldwell Banker Timberland Properties	Intelligent IT Designs	Perreca Electric Co., Inc.	Town of Wallkill Boys & Girls Club, Inc.
Combined Energy Services	J. Hoffman Insurance	Pestech Exterminating, Inc.	Tri-State Associated Services Inc./Colorpage
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Consigli Construction Co., Inc.	Jeff Bank	Prestige Productions	TRRAC
Cooper Arias LLP	John Leigh, AAMS Financial Advisor/Edward Jones	Prestige Towing & Recovery Inc.	Ulster Savings Bank
Creighton Manning Engineering	Keller Williams Hudson Valley United	Do Good Spirits	USI Insurance Services
Crown Castle	Keriland Inc.	Pyramid Brokerage Co.	UTC Associates, Inc.
CSP Printing, LLC/Steingart Associates, Inc.	Key Bank	Rand Commercial	Van Etten Oil Company
Cuddy & Feder, LLP	Keystone Associates, LLC	RBT CPAs LLP	Village of Liberty
Davis R. Chant Realtors	Kittatinny	Resnick Energy	Waschitz Pavloff CPA
Deb El Food Products LLC	Kristt Kelly Office Systems Corp.	Resorts World Catskills	Work Zone Staffing, Inc.
DEC Office Solutions	La Belle Farm, Inc.	Rhinebeck Bank	
Delaware Engineering, D.P.C.	Laborers Local 17 Lecet	Riato Stone, LLC	
Delaware River Solar LLC	LAN Associates	Riggs Plumbing & Heating LLC	
Delaware Valley Job Corps./Adams and Associates Inc.	Lanc & Tully Engineering and Surveying PC	River Reporter	
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Sullivan County Partnership for Economic Development
196 Bridgeville Road, Monticello, NY 12701

Tel: 845.794.1110 | Email: info@scpartnership.com | www.scpartnership.com