

SULLIVAN COUNTY PARTNERSHIP FOR ECONOMIC DEVELOPMENT



PEARL

ANNIVERSARY



2023-2024 ANNUAL REPORT

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.

Much like a pearl that begins as a tiny grain of sand, a successful business develops from modest beginnings and undergoes a transformative process.

Thirty years ago, a small group of business owners convened to formulate the framework for what became The Partnership for Economic Development in Sullivan County.

It was 1993, and the once colossal hotel industry, the predominant economic force in Sullivan County, was on its last breath. Already, the impact of its decline had been felt for years. So, the partnership, which had a barebones budget and small membership, set out to drive investment and create jobs.

The first years were a struggle, and subsequent years were challenging. Yet, we persevered, demonstrating our resilience and commitment to our mission. We honed our message and programmatic work to become a premier, well-respected economic development organization in the Hudson Valley and New York State. Today, with approximately 200 members throughout the region, the Partnership looks back with pride on a record that includes assisting large and small businesses and positively impacting our investors, contracted entities, and the communities they serve. From a place with little hope and double-digit unemployment, our efforts helped

accelerate the resurgence of the Sullivan County economy, which continually leads the region in job growth. Sullivan County is fast becoming a place businesses and people want to be. With unemployment in single digits, the challenge now is to attract enough trained employees to fill open jobs.

Look around the county; the Partnership's fingerprint is evident in virtually every community. Our services, project support, economic development advocacy, financial products, and the expertise of our investors have made an indelible impact on the Sullivan Catskills. This impact, which you, our stakeholders, have been a part of, is something to be proud of. From signature projects like Resorts World Catskills, Kartrite Resort and Indoor Waterpark, The Eldred Preserve, Kohl's, Distribution Center, PepsiCo, Nonni's, and Monticello Motor Club to small businesses like Morgan Outdoors, Beaverkill Landscaping, Main Street Farm, Salt & Pepper, North Branch Cider Mill and many more, the Partnership has been a driving force to help them open their doors.

As we celebrate this 30th year, our Pearl Anniversary, we are poised to see continued investment in industry sectors, including industrial-commercial, tourism,



retail, and housing. We continue our work to create additional shovel-ready sites and secure the infrastructure funding needed to support future development. Our work with the 17Forward86 coalition continues as it advocates for completing the environmental review and beginning construction of the third lane on the NYS 17/I-86 corridor.

Finally, we congratulate and celebrate with two of Sullivan County's finest, Steve Dubrovsky, our Walter A. Rhulen Award winner, and George Kinne, Jr., our Distinguished Service Award recipient. Both gentlemen represent the best of what the partnership is all about. We thank our investors, some of whom have been part of our journey for every one of these 30 years, for your volunteer and financial support, and for making our area a better place to live and work.

With grit, determination, and courage, we will continue to push through challenges, find new economic development opportunities, and work toward our 60th Diamond anniversary.



Karen Fisher
Karen Fisher
Board Chair



Marc Baez
Marc Baez
President/CEO

Walter A. Rhulen Award
STEVE DUBROVSKY

Founder — The Chapin Estate

President — Chapin Construction, LLC



The late, great movie mogul David Picker once called him fearless. “He’s jumped off horses to wrestle a steer down. He has a vision. He’s willing to take a risk.”

Steve Dubrovsky is an award-winning planner, designer, and builder with 36 years of experience specializing in Adirondack and Northwestern-style custom homes in many states. His work has been featured in books and magazines including *Adirondack Style* by Ann Stillman O’Leary, Ralph Kylloe’s *Rustic Living*, *Home Magazine*, *Luxury Home Magazine*, *Residential Architect*, *Professional Builder Magazine*, *Robb Report Magazine*, and *Gotham Magazine*.

Steve is a champion of the Professional Rodeo Cowboy Association, having competed extensively throughout the U.S., including Canada, Venezuela, Mexico, and Australia. A twin-engine aircraft pilot, Steve shuttled himself to and from competitions. It was during his rodeo days when he found inspiration on the road, from the Adirondack Great Camps to the timeless lodges of the Northwest, collecting ideas and sketching architectural details in perfect balance with natural environments to create his unique home designs. He founded his design/build company in 1985 and began hand-crafting custom homes that incorporate indigenous materials surrounding each home’s property.

In 1999, he purchased the first section of the land that became The Chapin Estate, an environmentally sensitive gated community featuring a collection of homes he designed

and constructed. The community sits on 2,500 acres adjoining 13,000 acres of protected and Forever Wild forests and boating reservoirs in the Sullivan Catskills. Steve’s flair for creating Adirondack/northwestern lodge-style homes in harmony with nature is most apparent at The Chapin Estate. Steve’s work has been sought after by the affluent, including homeowners in Laurence Rockefeller III’s prestigious and ultra-exclusive Lew Beach, NY project, and his designs have received national media recognition.

Long a champion for the Sullivan Catskills, Steve always hires local companies, including construction workers, environmental planners, and marketing firms. He continues to be an ambassador for the county, always gracious enough to offer tours of the The Chapin Estate property to businesses and groups considering investing in our Sullivan Catskills.

Steve looks out for his community, too. Over the years, he has contributed to the Town of Bethel, providing dirt for the roads at the Evergreen Cemetery on Route 17B and purchasing radar equipment for the Town of Bethel Police Department. He has a heart of gold— standing up for people and animals in need. He hosted a rodeo at his Bethel home to raise money for the Multiple Sclerosis Society and donated the use of his kitchen at his West Shore Road offices for their Bike-A-Thons. He is also a supporter of numerous other worthy non-profits in the area including the SPCA in Rock Hill, Bethel Woods Center for the Arts, the United Way of Sullivan County, the Town of Wallkill Boys and Girls Clubs, and A Single Bite.



Distinguished Service Award
GEORGE KINNE, JR.

PRESIDENT & CEO

JEFF BANK

George Kinne, Jr., is the President and Chief Executive Officer of Jeff Bank and a member of the board of directors and President of Jeffersonville Bancorp, a publicly traded bank holding company. The 110-year-old state-chartered independent bank is headquartered in Jeffersonville, New York, and has been a charter member of the Partnership since its founding 30 years ago.

As President and CEO, George oversees the bank’s ten Orange and Sullivan Counties branch locations and approximately 115 employees.

George has served on the Sullivan County Partnership for Economic Development’s board of directors for 18 years. He was elected in 2006 and sat on the Executive Board as Treasurer for a number of years. He is an active member of the Finance and Revolving Loan Committee which distributes funds and monitors loan performance.

He is a shining example of a home-grown professional who left home to build a career and later returned with expertise to help his community grow and prosper.

George graduated from Roscoe Central School and earned a bachelor’s degree in finance from Ithaca College. In 1998, he began his banking career as a financial analyst for the former Nations Bank in Charlotte, North Carolina, and ending as Vice President for the Bank of America Asset Management Group in NYC. During his tenure, George worked in the healthcare portfolio management group, financial sponsor portfolio management group, and Bank of America Strategic Solutions in Both New York and London.

George joined Jeff Bank in May 2006 as a Vice President and Commercial Lender. He became Senior Vice President and Senior Loan Officer in 2009 and was promoted to Executive Vice President in 2014. In 2016, George became President and CEO.

Besides his volunteer role at the Partnership, George sits on the Community Foundation of Orange & Sullivan board, a nonprofit dedicated to connecting people who care with causes that matter to enhance the quality of life in both counties. He is a member of the Ithaca College Business Advisory Council and is an Elder at the Roscoe Presbyterian Church.

George and his wife, Emily, live in Roscoe, raising their two children, Wesley and Abigail.

THANK YOU TO OUR SPONSORS

PEARL



GOLD



SILVER



THANK YOU TO OUR SPONSORS

COCKTAIL SPONSOR



BRONZE



DINNER PROGRAM



HIGH ROLLER AFTER PARTY



TOMMY GUN DRINK CART



SUPPORTERS

- Cooper Arias
- Foster Supply Hospitality
- MHE Engineering, D.P.C.
- Hudson Valley Home Source LLC
- Hudson Valley Investment Advisors, Inc.
- Jerry Feeney - Domes At Catskills
- Riggs Plumbing & Heating LLC
- Schumacher Systems, Inc.
- The Pike Company
- United Rentals
- Van Etten Oil Company
- Keriland Inc.
- Mercurio-Norton-Tarolli-Marshall Engineering & Land Surveying, P.C.
- Cuddy & Feder, LLP
- Boyce Excavating Co., Inc.
- Brown & Weinraub PLLC
- Altman Land Construction Corp

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, it needs a solid plan. SBDC provides small business owners and aspiring entrepreneurs 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 (IDA), which shares our goal of helping promote business attraction and expansion. The IDA grants loans, incentives, and tax reductions 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, 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

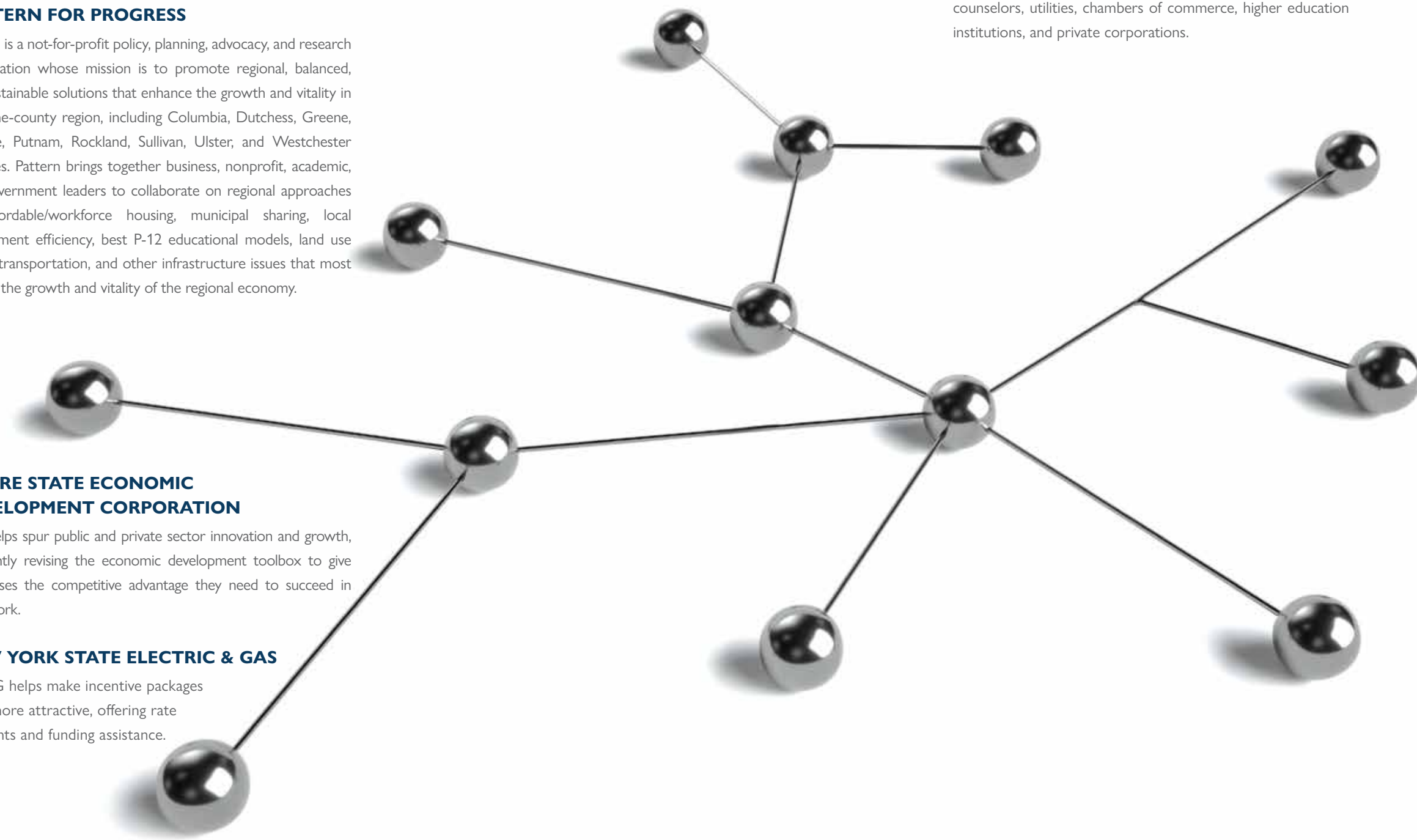
NYSEG helps make incentive packages even more attractive, offering rate discounts and funding assistance.

STRATEGIC ALLIANCES IN ECONOMIC DEVELOPMENT HVADC AGRICULTURE

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

THE NEW YORK STATE ECONOMIC DEVELOPMENT COUNCIL

The New York State Economic Development Council encourages sound practices in conducting 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

For 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 industry expansion. We also provide small businesses guidance, technical assistance, and financing options.



SHOVEL-READY SITE PREPARATION CONTINUES FOR FUTURE DEVELOPMENT

While tourism is one of the most significant contributors to our Sullivan Catskills economy, diversity and balance are vital to a healthy, sustainable economy. That is why, our top priority remains attracting other light industry sectors—e-commerce, logistics solutions, light manufacturing and production facilities.

This fiscal year, we helped create **two additional shovel-ready sites**. With 140,000 square feet of preapproved space on Kroeger Road in the Town of

Thompson and 180,000 square feet to be approved in the Village of Monticello, our portfolio of sites will grow to 3.12 million square feet of preapproved sites in 2025. We worked throughout the year with the developer of the Liberty Commerce Park and Town of Liberty to prepare and facilitate a FAST NY infrastructure improvement and extension project. This effort follows the successful procurement of \$1 million to engineer the project. Funding for this project, if attained, will open up the OLD Route 17 Corridor to future development for many years to come.

INNOVATION CORRIDOR BEGINS

Working with our regional economic development peers, we initiated the Innovation Corridor, a collaborative effort to **market the I-86/I-84 corridor**. Broome, Sullivan, Delaware, Orange, and Dutchess counties will work together, highlighting each other's economic development strengths and priorities to better compete against other defined areas within and outside New York State.



SULLIVAN COUNTY AIRPORT TERMINAL RISES

Holt Construction is working to complete the **12,000 sq. ft. two-story airport terminal**. With a 6,300-foot runway, the airport is poised to see more traffic following an increase in travelers coming to the Sullivan Catskills for business, vacations, and entertainment amenities. With new projects in tech, tourism, logistics, and healthcare coming to Sullivan County, the airport will be a critical part of our transportation infrastructure.



17FORWARD86

The Environmental Impact Statement is ongoing, with completion expected in September 2025. Working with the Orange County Partnership, Elec 825, and local labor, our participation in the 17Forward86 coalition remains steadfast to see this important project through to fruition. The project has become ever more critical with the increase in population and traffic along the NYS17 corridor. Once completed, the project will positively impact economic development, tourism, and, most importantly, the safety of travelers.

“As we continue to improve our infrastructure across the Empire State, we are laser-focused on delivering smart projects like this monumental investment in the Mid-Hudson region that maximize impact on regional economies,” Governor Hochul said. “The Route 17 Draft Environmental Impact Statement kicks off this transformative project, which will enhance tourism, economic competitiveness, and quality of life for residents and visitors alike. The Mid-Hudson region is a jewel of the New York State, and with this project, we are helping this region not only meet but exceed its future potential.”

SMALL BUSINESS

MORE HOTEL ROOMS AND A NEW TOURISM DESTINATION ON THE WAY

Developers are working through approvals for a 91-unit **Candlewood Suites** hotel in Rock Hill, NY. As more travelers choose the Sullivan Catskills as a preferred destination, more rooms are in demand.



Bon Yagi, a renowned Japanese restaurateur in New York City, is proceeding with the redevelopment of the former Keiser equipment site in Livingston Manor. The project will feature a Sparkling Sake brewery, Japanese restaurant, boutique hotel, open market, and community space to add to a bustling downtown experience.



A COURSE CALLED HOME – THE GREATEST LITTLE 9-HOLE GOLF COURSE IN THE EAST

Sullivan County Golf and Country Club is being reconfigured and redesigned as traveling golf writer Tom Coyne has taken on the operations and redevelopment of this 100-year-old gem for the current owners, including local developer Sims Foster of Foster Hospitality Supply. Plans include introducing new amenities, increasing participation, and providing new offerings. Piccolo Paese has relocated to the clubhouse and offers the stellar cuisine it has long been known for. Plans for a boutique hotel and possible homes are under consideration.



AN AWARD-WINNING WAY WE PROVIDE MORE VALUE FOR YOUR INVESTMENT

Our scope of work to attract new companies and facilitate expansion projects for existing businesses helps our small towns, villages, and bergs thrive and improve the 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.

Our quarterly, full-color magazine, *In the Know*, is a highly valued, highly-targeted marketing tool for our member investors. It allows them to author articles and share their industry expertise with potential customers.

IYKYK

IT'S TRUE. IF YOU KNOW, YOU KNOW.

Our quarterly *In the Know* magazine is so valued by our member investors that it garnered a **Gold Hermes Creative Award** in 2024. Each issue continues to focus on relevant topics and trends related to economic development. Our Director of Member-Investors and Special Events, Jen Cassaro, and Director of Economic Development & Strategic Planning, Vanessa McPhillips, continue to take the publication to new heights.



“BELIEVE US, THIS EVENT WILL SELL OUT” — CONTINUES

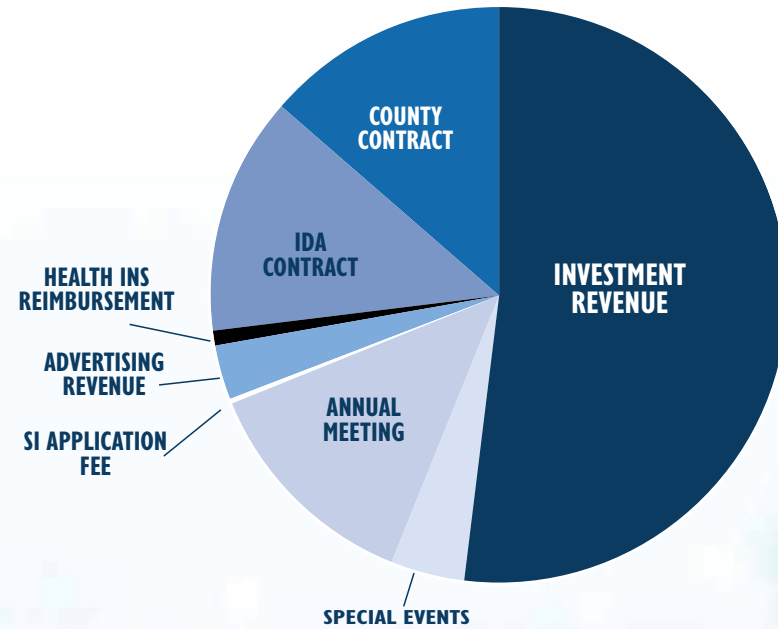
In 2023-2024, we continued the tradition of hosting **SOLD OUT** networking events, including the February Speakeasy at The Black Library; the Annual Economic Development Summit, Part 3 at The Kartrite; the Summer Project Meeting at Roscoe Mountain Club; and the Holiday Investor Appreciation Dinner at Solaia 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.



2023 FINANCIAL SNAPSHOT

INVESTMENT REVENUE

Year	Revenue
2018	\$172,091
2019	\$203,962
2020	\$224,458
2021	\$239,057
2022	\$301,927
2023	\$387,634

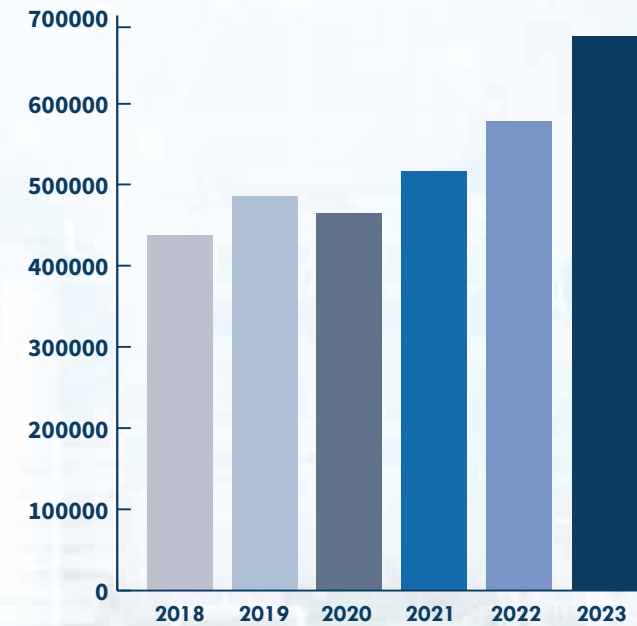


2023 REVENUE

Investment Revenue	\$387,634
Special Events	\$30,656
Annual Meeting	\$95,397
Miscellaneous Income	\$1,324
Grant Income(ppp)	\$0
Advertising Revenue	\$23,090
Interest Earned	\$0
SI Application Fee	\$500
Health Ins Reimbursement	\$4,332
IDA Contract	\$100,000
County Contract	\$100,000
Grand Total	\$742,933

TOTAL REVENUE/ALL SOURCES

Year	Revenue
2018	\$437,929
2019	\$486,094
2020	\$468,587
2021	\$512,166
2022	\$598,240
2023	\$647,580



BOARD OF DIRECTORS

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C.T. MALE	Griffiths Engineering, LLC	MHE Engineering, D.P.C.	Sullivan County Democrat
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Champion Elevator Corp.	HONOR ehg, Inc.	Monticello Central School District	The Arc Greater Hudson Valley New York
Civix	Horsefly Group	Monticello Motor Club, LLC	The Brothers that Do Gutters HV Inc.
Clean Path NY	Hospice of Orange & Sullivan Counties, Inc.	New Southern Tier Title Agency, LLC	The Eldred Preserve
Coldwell Banker Timberland Properties	Hudson Commercial Real Estate Corp	Newburg Egg	The Kartrite Resort & Indoor Waterpark
Colliers Engineering & Design	Hudson Valley Home Source LLC	North Atlantic States Regional Council of Carpenters	The Pike Company
Combined Energy Services	Hudson Valley Investment Advisors, Inc.	NVS Land LLC/Chapin Estates	The Storied Experience
Comparison Insurance Agency/Liberty Mutual	Hudson Valley Kitchen Design	NYSEG	The Sunshine Group Real Estate Corp.
Concord Associates LP	Hudson Valley Realty Services Inc.	Orange & Rockland Utilities, Inc.	Thompson Sanitation Corporation
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DEC Office Solutions	Keller Williams Hudson Valley United	Prestige Productions	United Rentals
Decant Wine & Spirits	Keriland Inc.	Prestige Towing & Recovery Inc.	Van Etten Oil Company
Delaware Engineering, D.P.C.	Key Bank	Prohibition Distillery/Do Good Spirits	Walden Savings
Delaware River Solar LLC (Meadow Energy)	Keystone Associates, LLC	Rand Commercial	Waschitz Pavloff CPA
Delaware Valley Job Corps./ Adams and Associates Inc.	Kittatinny	RBT CPAs LLP	Work Zone Staffing, Inc.
	Kristt Kelly Office Systems Corp.	Resorts World Catskills	Yasgur Road Productions LLC

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