



SULLIVAN COUNTY PARTNERSHIP FOR ECONOMIC DEVELOPMENT

2024-25 ANNUAL REPORT

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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.

From the Board Chair



As we celebrate another year of the Sullivan County Partnership, my first wish is to express my gratitude to our membership for their ongoing support. While economic development may seem to move slowly, please remember the critical role of the Partnership in guiding that process, both for the county and for individual businesses. This cannot happen without your strong support, which includes your dues, as well as your sponsorships, board membership, and other forms of assistance.

I urge you all to make full use of the Partnership's resources. Please consult with us before embarking on a significant business startup or expansion. Our staff has saved time and frustration for many entrepreneurs. Attend as many Partnership events as you can. They are enjoyable, but more importantly, they allow other members to learn about you and your business, and for you to learn about resources available to you. Don't forget to check out each edition of In The Know. This excellent magazine spotlights dozens of our members yearly and introduces readers to Sullivan County businesses and development.

In brief, as a member of the Partnership, you are part of a key element of our economic growth. By doing so, you are supporting not only macroeconomic growth in the traditional sense, but also a county where your family, friends, and, yes, your children can earn a living and enjoy life. We work to make Sullivan County a better place to live.

As the Board of Directors, we are not here to dictate how you should run your businesses. Instead, we would like you to tell us how our organization can better serve you. We have a great staff, and they are doing a fine job, but that does not mean that we cannot do better as an organization. Please take a moment to share your suggestions with us through our President, Marc Baez, or with me or other Board members.

There is a reason for the word "partnership" in our name. We are not only partners with our member businesses. We view ourselves as a key component of the economic and development puzzle, collaborating with other public and private entities. We do not consider ourselves exclusive; rather, we look to cooperate with others.

Finally, I would like to thank our Board of Directors for their service. They are truly in this for the greater good. I thank their confidence in me as their board chair and consider it a great privilege to lead the organization.

Let's move onward to greater successes in Sullivan County.

Sincerely,

Michael Zalkin, Chair
Board of Directors



Consistency and Perseverance: Paying Dividends

As we move beyond the midpoint of the decade and reflect on our 30th anniversary, it is crucial to evaluate our progress over the past year honestly. A broader, long-term perspective allows us to determine whether our strategies and actions are truly benefiting both our organization and the local economy. By every metric, we are stronger today than we have ever been. Investment is stable, our membership has grown to nearly 200, and participation is at an all-time high.

Our investors consistently express strong interest in our events, which are often sold out, as well as our projects. Most importantly, they show an eagerness to be involved in our organization and serve on our board. This is a clear sign that we have cultivated a positive organizational culture. Over the years, we have overcome numerous challenges to become a leading economic development organization in the Hudson Valley and throughout New York State. The objective measure of our accomplishments lies in the tangible actions we have taken to advance our goals.

During our 25th anniversary annual meeting in 2019, we committed to three guiding principles:

- Create an environment that enables businesses to thrive.
- Seek new opportunities for investment and growth.
- Support communities in becoming viable once again.

MEASURING OUR IMPACT

How have we performed? The actual impact of economic development is best measured over time, as results often take years to manifest. Since 2019, we have achieved significant milestones:

- Assisted 35 professional services and construction members in completing or working on over \$415 million in projects within Sullivan County.
- Facilitated the sale and redevelopment of the former Grossinger’s Hotel site.
- Secured \$21 million in grants to help revitalize the Town and Village of Liberty.
- Facilitated pre-approval of over 4 million square feet of industrial/commercial space.
- Achieved the fastest job growth in the Hudson Valley region for three consecutive years.

- Increased median household income by 31%.
- Maintained a low unemployment rate of 2.9%, with single digits throughout the year.
- Supported a 31% increase in Sullivan County GDP since 2018.
- Contributed to a 31% rise in per capita income.
- Helped secure \$1 billion for the NYS 17 Mobility and Access Improvements project alongside our 17Forward86 partners.

There are also many smaller, localized successes to celebrate. Nonetheless, we recognize that significant challenges remain, including infrastructure investment, market-rate housing availability, wages, healthcare, and education. We are confident that our continued focus on economic development will have a positive impact on both our organization and the broader Sullivan County Catskills region.

COLLABORATION AND PROGRESS

Our partnerships with the County, IDA, SC Chamber, and SCVA provide the collective strength needed to address major projects. For example, a new airport terminal has been completed, equipped to serve pilots, aircraft, and visitors with modern amenities—opening the door to increased airport usage and further investment.

Critical projects, such as county broadband expansion and infrastructure analysis, will position our area and businesses for a technologically advanced future. The IDA continues to develop and administer financial packages for large companies while supporting agriculture and small enterprises. The Chamber and SCVA nurture small businesses and welcome new visitors, thereby contributing to the vibrancy of our region.

We have made substantial progress, attracting significant investments, revitalizing main streets, and achieving record visitation. We are well-positioned for continued growth and success. Your ongoing support—through committee participation, board membership, and financial contributions—enables us to remain consistent, persevere, and enjoy the dividends that are growing each year.

Thank you for standing with us.

Marc A. Baez
President CEO

Walter A. Rhulen Award

MIKE TAYLOR

President—Combined Energy Services

Owner/Operator—Holiday Mountain Ski Area

Mike Taylor, CEO of Combined Energy Services (CES), exemplifies the qualities honored by the Walter A. Rhulen Award—business excellence, commitment to community, and humanity. A Monticello native, Mike has carried forward the legacy of CES, founded by his parents, Walter and Patricia Taylor, transforming it into one of the largest family-owned propane and heating oil companies in the region. Their family-owned company has diversified into compressed gases, welding supplies, bulk CO2 & beverage carbonation, liquid chlorine, pool supplies, and self-storage. Their companies operate from 8 branches with 13 distribution facilities, distributing products in parts of 9 Northeastern states—all of which are centrally managed from their headquarters in Sullivan County.

In 2023, Mike and his family expanded their investment in the community with the purchase of Holiday Mountain Ski Area. He has since dedicated millions of dollars to restoring, reequipping, and modernizing the resort, ensuring it remains a beloved destination for generations to come. His vision combines personal passion with community service, creating opportunities for local families to enjoy healthy, outdoor recreation during the winter months.

Mike's deep roots in Sullivan County have always guided his path. A graduate of Monticello High School and New Hampshire College, he has been a steadfast supporter of local nonprofits, fire departments, and healthcare organizations. He also serves as a coordinator for the Catskill Mountains Jeep Jamboree, a position he has held for the last 28 years. Additionally, he worked nights & weekends as a paramedic for over 25 years, finally giving it up in 2023. In 2023, the Sullivan County Chamber of Commerce recognized his leadership with the Distinguished Achievement Award.

Mike and his wife Joanna live in Monticello, where they raised their three children— Ross, Drew & Harly, who now proudly work alongside him in the family business.



Distinguished Service Award

KEVIN MCLAREN

Commercial Banking Market President

– Hudson Valley Credit Union

Kevin McLaren is Commercial Banking Market President for Hudson Valley Credit Union (HVCU), which offers a comprehensive range of retail and commercial banking services in 13 counties across New York through 39 branches with more than \$7 billion in assets. He joined HVCU after a distinguished career at Catskill Hudson Bank, where he rose to the position of president, having previously served as executive vice president and chief administrative officer. Earlier, he was president and chief operating officer of Stissing National Bank of Pine Plains.

A member of the Partnership Board since 2017, Kevin has been a steadfast advocate for economic development since the early 1990s, beginning with his leadership of the Economic Development Committee in Saugerties, NY. Colleagues know him as a natural leader who serves with both vision and heart. This summer, he was inducted into the Ulster Leadership Development Institute Alumni Hall of Fame by the Ulster Chamber Foundation.

Beyond his professional achievements, Kevin is deeply engaged in community service. He has served for nine years on the board of Ulster Habitat for Humanity, including six years as chair and now as treasurer. He also lends his energy as treasurer of the board at Hope Rocks, a nonprofit that uses the arts to bring awareness and healing to those affected by addiction and depression.

Kevin earned his bachelor's degree in economics and management science from SUNY Cortland and his MBA from Marist College.

An accomplished musician, Kevin has played in bands since his early 20s and today leads I Got a Rock alongside his sons, Matt and Adam. His youngest son, Josh, 15, plays piano and is poised to join them. In 2024, Kevin wrote and recorded "Sometimes Angels" in memory of a friend lost to breast cancer and once had the thrill of performing at Levon Helm Studios in Woodstock.

Kevin and his wife, Victoria—superintendent of the Onteora Central School District and a passionate equestrian—live in Ulster County, where they've raised their three boys. Kevin's life and career reflect the qualities that define true leadership: dedication, vision, and an unwavering commitment to building stronger communities.



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VIP



LANYARD



GOLD



SILVER

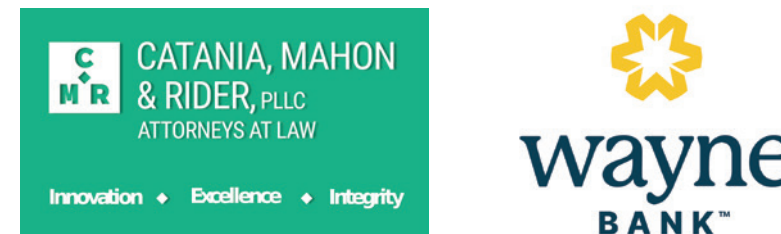


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- Engineering & Surveying Properties, P.C.
- Schumacher Systems, Inc.
- HONOR ehg INC
- Hudson Valley Home Source LLC
- C.T. Male Associates
- Domes At Catskills
- Altman Land Construction Corp
- United Rentals
- Van Etten Oil Company
- Cooper Arias, LLP
- Billig, Loughlin & Silver LLP
- A.W. Griffith Transportation Consulting
- DTS Provident Design Engineering, LLP
- Hudson Valley Investment Advisors, Inc.
- KARC Planning Consultants Inc.
- NVS Land LLC/Chapin Estates
- Mercurio-Norton-Tarolli-Marshall Engineering & Land Surveying, P.C.

Our Strategic Partners for **ECONOMIC DEVELOPMENT SUCCESS**

When existing businesses expand, or new companies want to start or relocate here, it all comes with the promise of jobs, economic growth, vitality, and improved quality of life. However, before an expansion, start-up, or relocation can occur, a complex process unfolds. There are meetings, applications, regulatory filings, public hearings, advocacy, financing needs, and numerous other tasks. Together with these local, regional, state, and national partners, we assist businesses in navigating 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. The SBDC provides small business owners and aspiring entrepreneurs with free business consultations and at-cost training to help them write business plans, access capital, develop marketing strategies, and understand regulatory compliance, international trade, and other key areas.

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, providing 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, recreational opportunities, job creation, tourism, 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 of 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 practices in P-12 education, 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.

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 both new and existing agribusinesses and supports policies and regulations that recognize and help New York State's agricultural economy.

THE NEW YORK STATE ECONOMIC DEVELOPMENT COUNCIL

The New York State Economic Development Council promotes best practices for regional and statewide development programs. It creates educational initiatives that enhance members' professional skills and advocates for climate and economic issues to the government. It keeps members informed about laws, executive orders, new projects, and proposed legislation through social media, digital content, and exclusive email communications. Members include commercial and investment banks, underwriters, bond counselors, utilities, chambers of commerce, higher education institutions, and private companies.



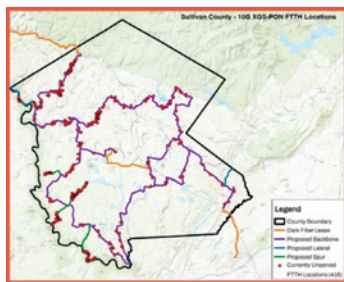
Business Attraction & Expansion

We are a one-stop resource for business development needs. 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 with guidance, technical assistance, and financing options.

WIRED AND READY FOR BUSINESS



With the foresight to invest in tech-focused infrastructure to serve areas in Sullivan County that lack adequate broadband connectivity, **Sullivan County secured \$30 million to expand its broadband network.** The goal is to position the county to meet the current market needs while being prepared for the technological demands of the future. With broadband speeds that will now rival those of downtown Manhattan, the majority of Sullivan County's Catskills will be wired and ready for business.



This investment will attract more people to the tech space and serve to draw in more businesses that thrive in the work-from-home and social media environment, underscoring the term “work where you have always wanted to live.”

FAMED GROSSINGER'S PROPERTY SOLD TO PPG DEVELOPMENT

“Grossinger’s is one of the most iconic and storied properties in the region, and we are honored to be stewards of its next chapter,” said PPG Development CEO and founder Ari Pearl. “We are envisioning a thoughtful revival that celebrates its legacy while introducing a new era for the Hudson Valley.”

After nearly four decades, the former Grossinger’s Hotel property will be developed into a luxury hotel and golf course destination facility. PPG, a Florida-based developer, purchased the property earlier this year with plans to refresh the famed golf course, build a hotel, and develop luxury homes centered around the golf course. The company has built successful high-end golf properties in Florida and has assembled a top-rate professional planning and engineering team. Planning for the facility is currently underway.



HEALTHCARE DRIVING ECONOMIC DEVELOPMENT



In late summer, **The Center for Discovery** announced the findings of its latest Economic Impact Study which detailed the measurable ways the organization contributes to both local and statewide growth. Over the last 15 years, The Center has generated more than \$3.1 billion in economic activity for New York State.

In 2024, The Center for Discovery generated \$243 million in total economic output for New York State and employed over 1,700 staff,

making it Sullivan County’s largest employer. Employees earn, on average, 34% more than the county’s private-sector average, and The Center’s workforce is projected to reach 2,000 by 2026. Operating expenditures totaled \$151.8 million, with an additional \$9.2 million in construction and capital investments, for a combined output of \$160.9 million – the majority of which stayed in-state. With continued growth, The Center is on track for a \$200 million budget by 2027.

SULLIVAN COUNTY AIRPORT TERMINAL COMPLETED

The new terminal project at the Sullivan County Airport has been completed. The airport is now ready to accept pilots and visitors in a new 12,000 sq. ft. facility. With the @Woods, a tech retreat project, the anticipated development of Grossinger’s, the continued evolution of the Monticello Motor Club, and growing visitation now exceeding 7 million per year, the airport is poised to meet the increasing demand. Other investments are two ground power units and runway improvements. These units will now allow corporate aircraft to land and power up critical electronic components in their aircraft. A new hangar to accommodate corporate aircraft is also under consideration.



Small Business

Retail, Service, and Specialty Beverage Drive Expansion



As Sullivan County continues to grow, more national brands find opportunities here. New to Sullivan brands this year are **Five Below** and **Starbucks**, which will be added to the

Thompson Square Mall along the Route 42 retail corridor. As more retail stores continue to make our area home, more sales tax dollars stay right here in the Sullivan Catskills.

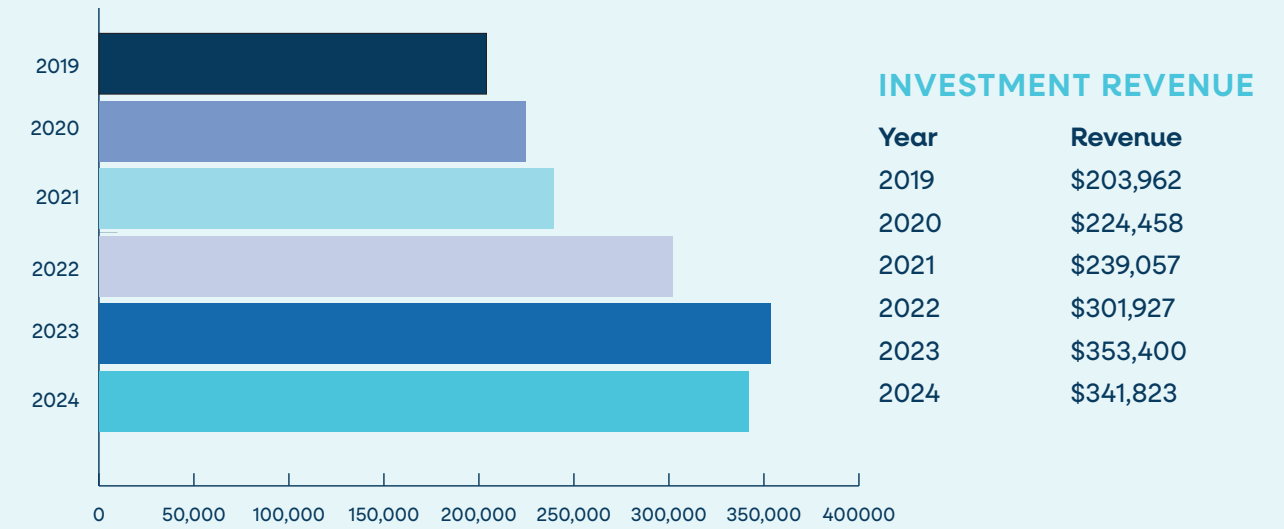
Prestige Energy Solutions and Silverman Mechanical expand and centralize operations in two new facilities along Route 17B. Planting roots in these new facilities underscores the confidence the business community has placed in Sullivan Catskills' economy.



After successfully securing \$3 million in economic development grants from the Empire State Development Corporation, **Livingston Legacy Holdings** takes a step toward securing permitting for its brewery, hotel, and restaurant project in Livingston Manor. The plan will also include an open market and community space, adding to the downtown vibe. Livingston Manor has become a regional destination featuring microbreweries, farm-to-table restaurant options, specialty retail stores, and more.

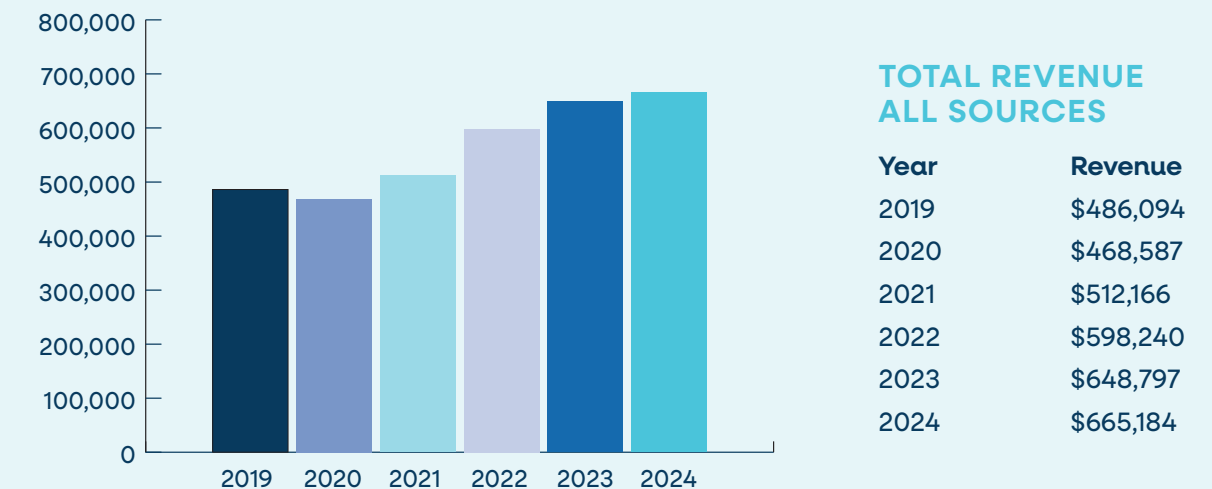
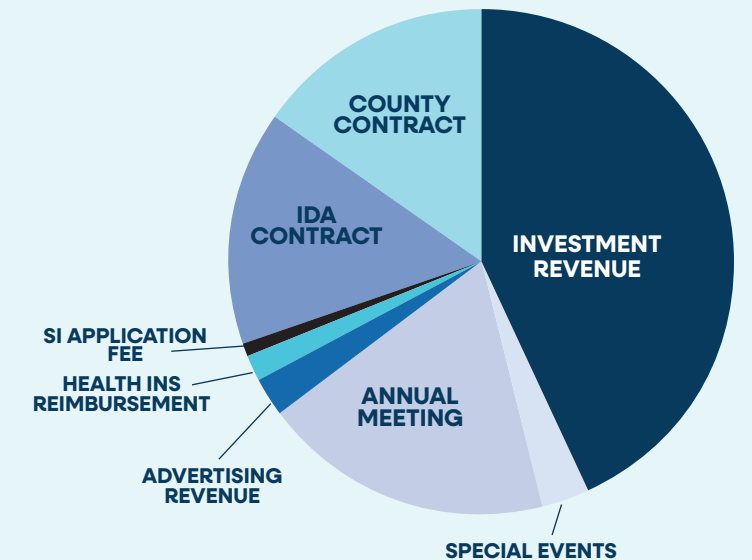


2023 Financial Snapshot



2024 REVENUE

Investment Revenue	\$287,407
Special Events	\$20,388
Annual Meeting	\$123,362
Miscellaneous Income	\$30
Grant Income(ppp)	\$0
Advertising Revenue	\$16,898
Interest Earned	\$11,012
SI Application Fee	\$250
Health Ins Reimbursement	\$5,837
IDA Contract	\$100,000
County Contract	\$100,000
Grand Total	\$665,184



MEMBER-INVESTORS

A. Alport & Son, Inc.	Drapkin Consulting Group LLC	LeChase Construction Services, LLC	Robert Green Auto and Truck Dealership
A.W. Griffith Transportation Consulting	DTS Provident Design Engineering, LLP	Lerner Pavlick Realty	Rolling V Bus Corp.
Aden Aggregates	E. Tetz & Sons, Inc.	Liberty Diner	Roscoe Mountain Club
Advance Testing Company	E.L.E.C. 825	Liberty Iron Works/Neversink Steel Corp.	Schmidt's Wholesale Inc.
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AFLAC	E-J Electric Installation Co	Livingston Farm	SCVA
Altman Land Construction Corp	EPR Properties	Livingston Legacy Holdings LLC	SD Land & Cattle Co. Inc
Apple Ice	Fallsburg Lumber Co, Inc.	Luzon Environmental Services	Seminary Hill
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Associated Mutual Insurance Cooperative	Floral Cottage, LLC & Lawnsmith, LLC	Majek Furniture	Seven X Motors Inc.
Atlas Security Services Inc.	Focus Media, Inc.	Malek Properties	Silverman Mechanical II LLC
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C.T. MALE	Horsefly Group	Mike Preis Inc.	Sullivan Regency
Capacity Bookkeeping	Hospice of Orange & Sullivan Counties, Inc.	Millennium Pipeline	Superior Surfacing Systems, LTD.
Catania, Mahon & Rider, PLLC	Hudson Commercial Real Estate Corp	Monticello Central School District	TD Bank
Catskill Hudson Bank	Hudson Valley Home Source LLC	Monticello Motor Club, LLC	Tectonic Engineering & Surveying Consultants P.C.
Catskill Provisions/Catskill Cocktails and Cannolis	Hudson Valley Investment Advisors, Inc.	New Southern Tier Title Agency, LLC	The Arc Greater Hudson Valley New York
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Consigli Construction Co., Inc.	John Leigh, AAMS Financial Advisor/Edward Jones	Paychex	Tri-State Associated Services Inc./Colorpage
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Delaware River Solar LLC (Meadow Energy)	La Belle Farm, Inc.	Rhinebeck Bank	Wayne Bank
Delaware Valley Job Corps./Adams and Associates Inc.	Laborers Local 17 Lecet	Riatio Stone LLC	Whitbeck Building & Design, Inc.
	LAN Associates	Riggs Plumbing & Heating LLC	WM Security Services
	Lanc & Tully Engineering and Surveying PC		Work Zone Staffing, Inc.

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