



## **Sullivan County**

# **Economic Development Committee Meeting Agenda - Final**

Chairman Matt McPhillips Vice Chairman Brian McPhillips Committee Member Luis Alvarez Committee Member Cat Scott Committee Member Joe Perrello

Thursday, May 2, 2024

10:00 AM

**Government Center** 

Call To Order and Pledge of Allegiance

**Roll Call** 

**Comments:** 

**Reports:** 

1. Division of Community Resources

**ID-6412** 

**Attachments:** 2024 PandCR May Report

2. IDA

3. Visitor's Association

**ID-6417** 

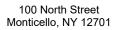
Attachments: EDCMayReport (003) 1\_23.docx

- 4. Partnership for Economic Development
- 5. Chamber of Commerce

**Public Comment** 

**Resolutions: None** 

Adjourn





## **Sullivan County**

## Legislative Memorandum

## Division of Community Resources Monthly Report May 2024

Office for the Aging (OFA) March 2024 Monthly Report

## Monthly Accomplishments

## **OFA Director:**

- Participation on Alzheimer's community forum planning committee and PAC (Professional Advisory Council).
- Continued participation on New York State Master Plan on Aging Levels of Care subcommittee.
- Participated on panel at Workforce Summit event on March 13<sup>th</sup> providing information about supports available for caregivers in the workplace.
- Senior Needs Assessment- final draft approved and accepted by February 29<sup>th</sup>.
- Monthly Hoot distribution continues to increase via mail, email and drop off locations. Direct mail list has grown to over 450.
- Continued distribution of COVID test kits to community organizations.
- Leadership training ongoing for Director, Coordinators and Mangers with supervisory responsibilities.
- Presented at two staff development sessions at Sullivan County DSS regarding OFA programs.
- Participated in Administrative Oversight Committee, conducted OFA HIPAA compliance department walkthrough.
- Plan submitted to reopen 5 congregate meal sites by June 1<sup>st</sup>, with up to 11 sites reopening by end of year. Submission of resolutions to support that plan and restructuring position in office to support growing needs.
- Participation in Sullivan County Workforce monthly roundtable meeting.
- Conducted interviews for Aging Services Assistant position, appointment made which creates vacancy for Aging Services Aide position which we are now interviewing for.

## Retired Senior Volunteer Program (RSVP):

- Foundation set for 2 new RSVP Sites to be added in April: St. John's Food Pantry in Monticello and Christ Health Care Ministry Clinic in Ferndale
- Preparations nearly complete for RSVP Driver / Older New Yorker's Day Luncheon on April 30<sup>th</sup> 2024
- Nearly 700 hours volunteered in March with a value of \$24, 997 according to IndependentSector.org

Nutrition:			
	Units:	Clients:	Contributions:
Homebound:	1,547	104	<b>\$1,754.00</b>
Congregate			
served at home:	686	37	
Congregate			
served at sites:	248	43	\$350.00 (collected
at our 2 active cong	regate meal site	s)	
Total:	2,481	184	\$2,104.00

## Transportation:

- 112 SCT (Sullivan County Transportation) Medical Trips
- 158 SCT Shopping Trips
- 65 RSVP Medical Trips
- 5 Medical Trips provided by OFA staff
- 44 Congregate Nutrition Site Transportation

Legal referrals: 6 referrals made to Rural Law Center.

## **Caregiver Resource Center:**

3/18 - 10 Warning Signs workshop held at Ethelbert Crawford library – 8 attendees

3/13 - WJFF Radio interview promoting CRC programs

## Caregiver Café support groups held (in person):

March 11 — -1 March 25 — -2

## **Virtual Caregiver Support Groups:**

March 13 — -1 March 27 — -2

## Tai Chi for Arthritis & Fall Prevention

Classes held 2x week for 8 weeks (Jan to March) -18 attendees Another series begins April 22 and is already full with a waiting list.

**Bone Builders** (Osteoporosis prevention) weekly for 12 weeks, starts April 11 and is full with a waiting list.

April 19 Community Forum with the Rural Law Center at CCE - 44 registered.

## **NY Connects:**

- 116 contacts for March.
- NY Connects continues to schedule outreach at senior club sites along with community partners like Alzheimer's Association, Caregiver Resource Center, and Independent Living Center.

## Health Insurance Information Counseling Assistance Program (HIICAP):

• 40 contacts- Medicare Advantage annual election period ended March 31.

## Personal Emergency Response System (PERS):

• 20 clients currently receive PERS through CSE, EISEP & IIIE funding.

## **EISEP** (Expanded In-home Services for Elderly Program):

EISEP FULL-SERVICE CASEFILES during March			
Casefiles already open as of 3/1/24**	27		
Casefiles opened 3/1/24-3/31/24	6		
Casefiles closed 3/1/24-3/31/24	5		
Casefiles open as of 3/31/24**	28		
**plus 2 NON-EISEP [PERS only]	2		
Casefiles open with PCA as of 3/31/24	17		
Casefiles open with no PCA, waitlisted as of 3/31/24	8		

PCA- Personal Care Aide

## Sullivan County Youth Bureau:

- Attended & completed Leadership training (s).
- Participated in the planning process of the Hudson Valley Youth Bureau training money that was allocated.
- Participated and facilitated a PSA with Manor Ink for the Hudson Valley Youth Bureau PSA.
- Met with Sullivan West Central School, stake holders, and businesses to initiate the Youth Internship Program.
- Monthly Co-host of Catskill News Talk radio and Bold Gold Radio with Mike Sakell.
- Attended Sullivan County Workforce Summit.
- Met with Center for Workforce Development to collaborate on Youth Internship Program.

- Participated in Empowering a Healthier Generation School Grant Review committee.
- Weekly Youth Bureau Bulletins emailed. Reached around 650 people, and continually adding. Continued engagement on social media and county website.
- Partner in Warrior Teen program and initiative.

## IN PROGRESS FOR NEXT MONTH

- Interviews ongoing for Nutrition Site Operator, 5 congregate sites slated to be open by June 1. Chauffeur positions filled.
- Receiving instructions via webinars for upcoming Four-Year Plan from NYSOFA (NY State Office for the Aging). More intensive training coming in June at ACUU (Aging Concerns Unite Us) conference.
- Continued participation in Long Term Supports Subcommittee of Master Plan on Aging- Statewide collaborative planning effort between OFA & DOH (Dept. of Health).
- RSVP Driver's recognition event April 30<sup>th</sup>.
- Older New Yorker's Day ceremony May 14th in Albany. Brining 2 awardees from Sullivan County.
- Site visits ongoing for RSVP and additional MOU's executed at St. John's Pantry and Christ Health Care Ministry Clinic.
- Policies and procedures review and updates ongoing for all programs and functions.
- End of year reporting and data entry ongoing. Claims for all programs ongoing.

## **Transportation**

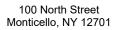
**County Transportation:** 

Month 2024		Veterans In-	Senior Medicals	Shopping Buses
2024	Centers	County Medical	Wicarcais	Duses
January	50	12	70	150
February	38	17	79	147
March	47	42	112	158
April				
May				
June				
July				
August				
September				
October				
November				
December				

Move Sullivan 2024	Average Daily Ridership	Monthly Ridership	Monthly Paratransit
January	436 (21 days)	9,154	230
February	472 (20 days)	9,447	218
March	478 (21 days)	10,048	262
1 <sup>st</sup> Quarter Totals		28,649	710
April			
May			
June			
2 <sup>nd</sup> Quarter Totals			
July			
August			
September			
3 <sup>rd</sup> Quarter Totals			
October			
November			
December			
4 <sup>th</sup> Quarter Totals			
Annual Totals			

## **Community Assistance Center (CAC)**

- ✓ The team continues to provide referral and assistance to callers looking information and/or resources.
- ✓ Continued distribution of test kits and masks.
- ✓ The CAC remains active providing food assistance deliveries as well as connections to community resources.
- ✓ The Food Bank deliveries to the pantries are bi-monthly.
- ✓ Support HV Food Bank monthly mobile pantry efforts in Freemont, Yulan and Fallsburg.
- ✓ A member of the Sullivan Catskill Food Security Coalition.





## **Sullivan County**

## Legislative Memorandum

**File #:** ID-6417 **Agenda Date:** 5/2/2024 **Agenda #:** 3.





## **Update for May 2024**

## **Economic Development Committee**

April kicked off Trout Fishing and SCVA was there at Junction Pool and Livingston Manor, Catskill Fly Fishing Center and Museum. Later attended the Two Headed Trout dinner. The total eclipse happened and SCVA Visitor Center handed out glasses for the event. SCVA continued planning for Catskill Cuisine and Drag Me to the Catskills as well as the Catskill Barbeque. Attended DVAA Arts Summit and presented the opportunities for the art and cultural community. Toured with ESD and Planning. SCVA met with Film Producer Josh Caldwell to discuss several projects for 2024. Attended a Virtual Job Fair.

## **FAST FACTS**

According to the recently released data, 2022 traveler spending in Sullivan County reached a record high of \$892 million a 25.8 % increase over 2021's \$710 million in traveler spending. Since 2019 visitor expenditures increased 154.4 %. Were it not for tourism-generated state and local taxes, the average household in the county would have to pay an additional \$3,370 to maintain the same level of government revenue, already hard hit by the pandemic.

This boost has brought about a myriad of economic benefits, including increased employment opportunities and support for local businesses. In 2022, total tourism-generated employment registered 4,701 jobs, 16.3% of all jobs, according to Tourism Economics.

### **SCVA Activities for April**

- Restaurant Week
- Catskill Barbeque web design unveiled.
- Ribbon Cutting at Lorenzo's Bistro
- Catskill Cuisine Planning continues
- Sullivan Catskill Barbeque planning under way for June
- Dove Reveal Thalmann's
- Select Traveler Trade Show
- Dove Reveal Arnold House
- Spring Commercial Production including a Catskill Cuisine commercial
- Opening Day in Trout Town, USA
- Mary Dette's Celebration of Life
- O&W Walking Tour Scouting
- Arnold House 10 year anniversary
- Bold Gold opening at Liberty Theater
- Platinum Leaf Grand Opening
- Meeting with Carvertise Marketing
- Meeting with Placer.AI
- Met with a developer interested in camping project
- Earth Girl Dove Reveal











### Meetings

- Regional Catskill Association Tourism Promotion Agency Meeting
- Sullivan O&W Rail Trail Alliance Meeting
- D&H anniversary meeting
- Accessibility Tours Meeting
- SCVA Marketing Meeting
- Mona Creative and Catskill Provisions
- Barbeque Meeting and observe a competition in NJ
- NYS DMO Sales Meeting

### Social Media & E-News

- Continue to utilize videos produced by our members to create short vignettes and Tik Tok placements to use on our social channels. Tik Tok and Instagram reels are seeing a lot of likes and comments.
- SCVA continues to work with our social media group Awestruck and Fisher Mears Associates to create
  and implement targeted marketing to the drive traffic within two hundred miles of the Sullivan
  Catskills
- In House Social media is seeing fantastic gains

## Print and Digital Ads and Advertorials Completed and Released:

- Hoy en Sullivan April Ad
- o USA Today Summer Guide Ad
- USA Today Pride Month Ad
- Chronogram May Ad
- Travel Taste and Tour Summer Print Ad
- Northeast Meetings Ad
- CTM Media Map Ad

## In Progress:

- Catskill Barbeque Marketing Assets
- o Logo for Drag Me to the Catskills Weekend
- Series of New Pullup Banners for use at Trade Shows and Press Events
- SC Democrat Catskills Confidential Ads May December
- Hoy en Sullivan Print ads July– December
- SC Democrat Summer, Fall Catskills Delaware Magazine Print ads
- Group Tour Magazine August Print Ad
- o Group Tour Magazine November Advertorial
- Chronogram June Ad
- Edible NJ May, August, and October ads
- o Passport Magazine June ad









- Chronogram Fall/Winter Ad
- Visit Vortex Fall Ad
- Visit Vortex Winer Ad
- Brew Trail Map/Logo
- Outdoor Art Trail Logo/name
- Update Dove Trail Map

## **Core Creative April Board Update**

Run Date	Publication	Article Title	Journalist	Coverage Medium	Ownership	Impressions	Ad Value
30-Mar-24	Chronogram	<u>Hudson Valley Restaurant Week Returns April 8-21</u>	Editors	Online	TBD	40,059	371
2-Apr-24	Purewow	20 Awesome Places to Go Glamping Near New York City	Dan Koday	Online	Core Creative	6,700,000	61,975
4-Apr-24	WRRV	Newest Monument Memorializing Woodstock 1969 Arrives In Sullivan County, NY	Editors	Online	TBD	300,399	2,779
10-Apr-24	World Atlas	World Atlas names 11 of New York's most offbeat towns.  See the list	Victoria E. Freile	Online	TBD	5,133,887	47,488
10-Apr-24	Democrat and Chronicle	World Atlas names 11 of New York's most offbeat towns.  See the list	Victoria E. Freile	Online	TBD	1,151,508	10,651
10-Apr-24	Yahoo! Life	World Atlas names 11 of New York's most offbeat towns.  See the list	Victoria E. Freile	Online	TBD	427,922,376	3,958,282
16-Apr-24	Passport Magazine	The Second Annual "Catskill Cuisine" Festival	Editors	Online	Core Creative	164,000	1,517
16-Apr-24	The River Reporter	Sullivan Catskills to hold second annual Catskill Cuisine festival	Editors	Online	TBD	51,508	476
16-Apr-24	Sullivan County Democrat	SCVA promotes Hudson Vallev Restaurant Week -	Derek Kirk	Online	TBD	13,103	121
18-Apr-24	Mid Hudson News	Bethel Woods set to kick off 2024 season	Editors	Online	TBD	238,822	2,209
19-Apr-24	Mens Journal	The 11 Best Hotel Openings Around the Globe for Adventure Seekers	Perri Blumberg	Online	Core Creative	7,300,000	67,525
19-Apr-24	Yahoo!	The 11 Best Hotel Openings Around the Globe for Adventure Seekers	Perri Blumberg	Online	Core Creative	3,700,000,000	34,225,000

## PAID SOCIAL







## **META PAID SOCIAL**

• In March, we saw 274,720 impressions (an increase of +177% YOY), 2,912 link clicks (+38% YOY), and 16,065 post engagements.

•

- Our top ad: Winter V1 Updated Catskills indoor and outdoor activities, generating 186,429 impressions and 2,009 link clicks.
- Catskill Cuisine Event Boost Stats:

Event responses: 694Cost per result: \$0.22









## Google Ads







## **GOOGLE**

- Over 6,500 clicks (+161% YOY) were recorded from our Google campaigns in March with an average cost per click of \$0.53 far exceeding industry standards.
- The display campaign alone generated over 548,860 impressions (92% increase YOY) and 5,303 clicks (233% YOY) with an average CPC of \$0.12.
- We are seeing a performance improvement across the board compared to the previous year due to our segmented targeted ad groups this trend has continued in March.

## OTT - CTV & DSP







CTV Impressions: 342,028

CTV Completion Rate: 98.33%

January 1 - April 6: 6,8332

**Display Impressions: 258,724** 

Clicks: 235

## **TOP Zip Codes:**

- 11207
- 11226
- 11234
- 18360









Date period 03/01/2024 - 03/31/2024 Duration: 31 days





Impressions 559,794



Clicks 6,526



Average CPC \$0.53



\$3,434.97



1.17%



All conversions 53.00

### Campaign conversions

Name	Impressions ▼	Clicks	Average cpc	Ctr
Smart Display	548,860	5,303	\$0.12	0.97%
Catskills Vacation	10,934	1,223	\$2.30	11.19%

### **Website Performance**

Session default channel grouping	Sessions ▼	New users	Total users
Direct	1,515	1,294	1,309
Organic Social	1,037	956	1,006
Referral	991	950	962
Organic Search	795	623	675
Paid Search	390	335	355
Display	313	141	226
Email	15	1	7
Unassigned	10	156	160
Organic Video	7	5	7
Summary	4,982	4,463	4,694
		-	03/01/2024 - 03/31/2024

### Campaign Performance - Search

Keyword text	Impressions ▼	Clicks	Ctr	Average cpc
lodging catskills ny	4,321	391	9.05%	\$2.30
catskill resorts	3,026	337	11.14%	\$2.28
catskills rentals	1,656	275	16.61%	\$2.34
catskills cabins	850	120	14.12%	\$2.26
catskills getaway	666	58	8.71%	\$2.28
catskills lake	178	17	9.55%	\$2.29















Total spent \$1,967.99



Link clicks 3,822



Impressions 319,765



Reach 156,580



Post Reactions

419



**Post Comments** 

19



Frequency 2.04



CPC (cost per link click)

\$0.51



CTR (link click-through rate) 1.20%

#### **Top Placement**

Publisher Platform	Total spent	Impressions	Reach	CTR (link click-thro	CTR (all)	Post Comme ▼	Website Purchase
Facebook	\$1,720.02	297,735	142,535	1.19%	2.03%	17	0
Instagram	\$207.12	20,697	14,909	0.97%	1.46%	2	0
Audience network	\$40.84	1,328	576	5.95%	5.80%	0	0
Messenger	\$0.01	5	0	0.00%	0.00%	0	0

### **Top Performing Ads**



Ad Name: Winter Ad V1 Updated Campaign Name: Traffic Campaign

CTR (link click-Amount spent Impressions Link clicks through rate) \$1,080.00 186,429 1.08% 2,009



Ad Name: Catskills Cuisine Ticket Sales Ad

Campaign Name: Traffic Campaign





Ad Name: Catskills Cuisine Event Boost Campaign Name: Catskills Cuisine Event Boost

Amount spent	Impressions	CTR (link click- through rate)	Link cli
\$1.40.06	45.045	2.02%	910



CTR (link click-Link clicks Amount spent Impressions through rate) \$332.64 1.14% 480 42,019



Ad Name: Spring Marketplace Event Boost Campaign Name: Spring Marketplace Event Boost

Amount spent	Impressions	CTR (link click- through rate)	Link clicks
\$0.00	0	0.00%	0





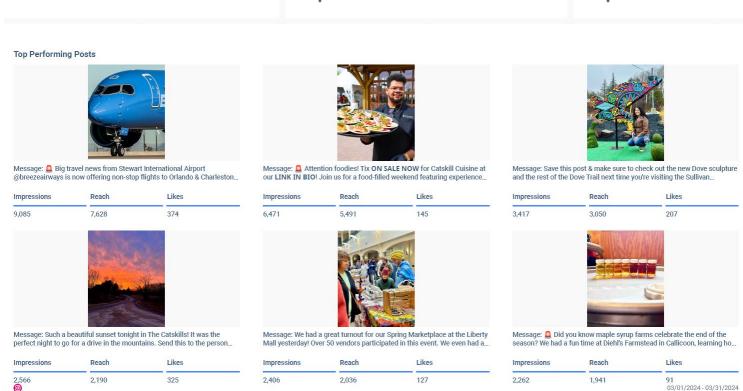
























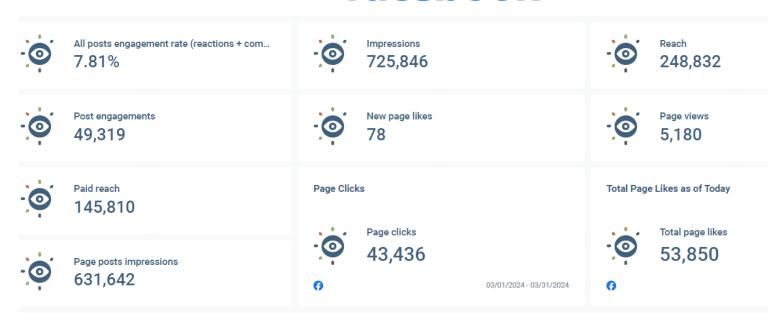




 Plays
 Likes
 Saved
 Shares
 Comments

 2,012
 78
 16
 30
 19

## facebook













**Top Performing Posts** 



Message: We had a great turnout for our Spring Marketplace at the Liberty Mall yesterday! Over 50 vendors participated in this event. We even had a... Clicks Impressions Engagement 18,410 26,315



Message: Spring is almost here! It's time to explore & check out some of these events we have going on this week in The Sullivan Catskills! \* An...

Impressions	Clicks	Engagement	
7,028	9,875	9,935	



Message: What a fantastic St. Patrick's Day parade in Jeffersonville! Perfect spring weather, huge turnout, and so much fun celebrating...

Clicks Impressions Engagement 17,394



Message: In the mood for tacos or your favorite Mexican dish? Look no further than these local business! This evening, you can enjoy tacos & \$5...





Message: We had the pleasure of unveiling another Dove today! Local artist Kim Simons created a beautiful, groovy Dove located at Prestige...

Impressions	Clicks	Engagement
	_	
23 746	9 558	10 572



Message: 
More exciting news in the world of Aviation, Breeze Airways has added an additional route out of Stewart International Airport! They...

Impressions	Clicks	Engagement
89,124	4,078	5,360









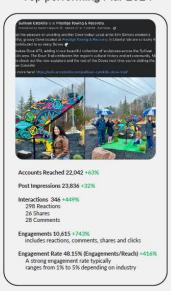
## FB POST **INSIGHTS**



Top performing Mar 2024



Top performing Mar 2024



Top performing Mar 2023



Post Impressions 21,866

Interactions 163 136 Reactions 20 Shares 13 Comments

Total Engagement 3,470 includes reactions, comments, shares and clicks

Engagement Rate 17% (Engagements/Reach) A strong engagement rate typically ranges from 1% to 5% depending on industry

Top performing Feb 2023



Accounts Reached 13,452

Post Impressions 17,997

Interactions 63 47 Reactions 16 Shares 0 Comments

Engagements 1,259 includes reactions, comments, shares and clicks

Engagement Rate 9.3% (Engagements/Reach) A strong engagement rate typically ranges from 1% to 5% depending on industry

## FB **ACCOUNT INSIGHTS**



### CONTENT INTERACTIONS

#### Mar 2023

Content Interactions 3,200 reactions, saves, comments, shares and replies Link Clicks 3,600 Post engagements 19,266

Content Interactions 6,000 +87.5% reactions, saves, comments, shares and replies Link Clicks 4,400 +22% Post engagements 49,319 +156%

### REACH

#### Mar 2023

Accounts Reached 92,700 33,476 Paid 59,224 Organic Impressions 449,332 66,758 Paid 382 574 Organic Profile Visits 3,150

#### Mar 2024

Accounts Reached 248 832 +168% 145,810 Paid +335% 121,427 Organic +105% Impressions 725,846 +61% 297,735 Paid +346% 428,111 Organic +11.9% Profile Visits 5,180 +120%

### **GROWTH**

### Mar 2023

Overall followers 88 Follows 102 Unfollows 14

#### Mar 2024

Overall followers 147 +67% Follows 185 +81% Unfollows 38











## **IG POST INSIGHTS**



Top performing Mar 2024



Top performing Mar 2024



POV: You spend your evening at The Kaatskeller Accounts Reached 4.227 677 Non Followers 3,550 Followers Post Interactions 200 140 Likes 30 Shares 25 Saves 5 Comments Plays 8.021 Engagement Rate 4.7%
A strong engagement rate typically ranges from 1% to 5% depending on industry

Top performing Mar 2023

Top performing Mar 2023



## **IG STORY INSIGHTS**

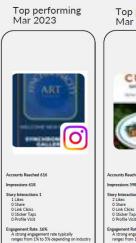


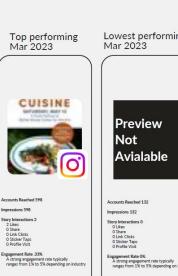




Lowest performing

Mar 2024





**SULLIVAN** 

Lowest performing











# IG ACCOUNT INSIGHTS



## **ENGAGEMENT**

### Mar 2023

Content Interactions 1,689 Link Clicks 263 Engagement rate (Interactions+clicks/followers) 8.6%

### Mar 2024

Content Interactions 3,000 **+24%**Link Clicks 629**+70%**Engagement rate (Interactions+clicks/followers)
14.1% **+15%** 

### **REACH**

Mar 2023 Accounts Reached 16,400

5,175 Paid 11,225 Organic Impressions 120,838 Story Impressions 14,771

#### Mar 2024 47% ads

15,822 Paid +205% 19,029 Organic +69% 23,788 Non Followers 9,612 Followers Impressions 85,050 Story Impressions 19,988 +259%

## **GROWTH**

Mar 2023

Overall Followers 22,683 New Followers 117

Mar 2024

Overall followers 25,700 +12% New Followers 261 +123%









